

FIGURE 1:
SYSTEM CONFIGURATION

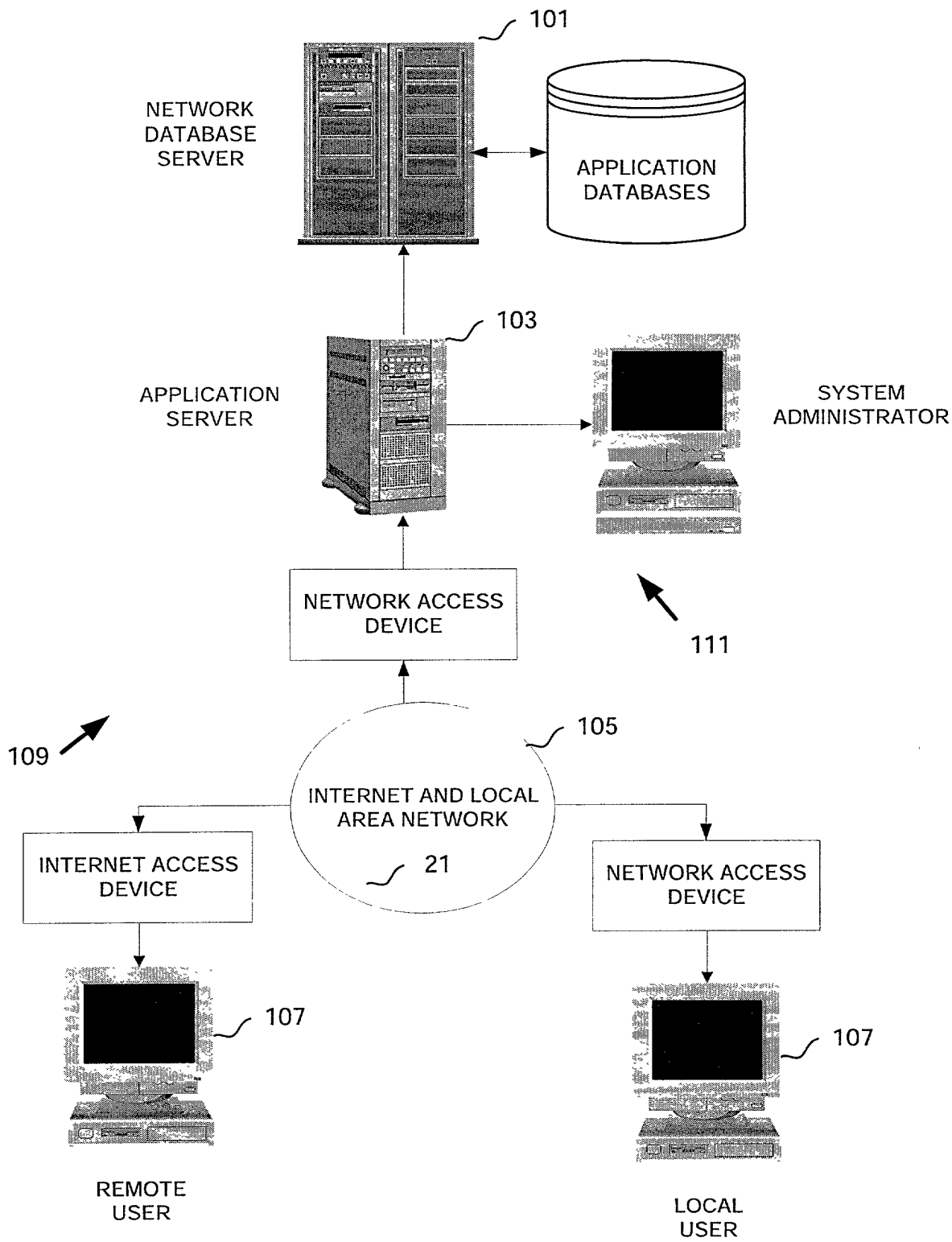


FIG. 1 FOR B219,650

FIGURE 2.A:
METHOD OF GENERATING A CONTRACT

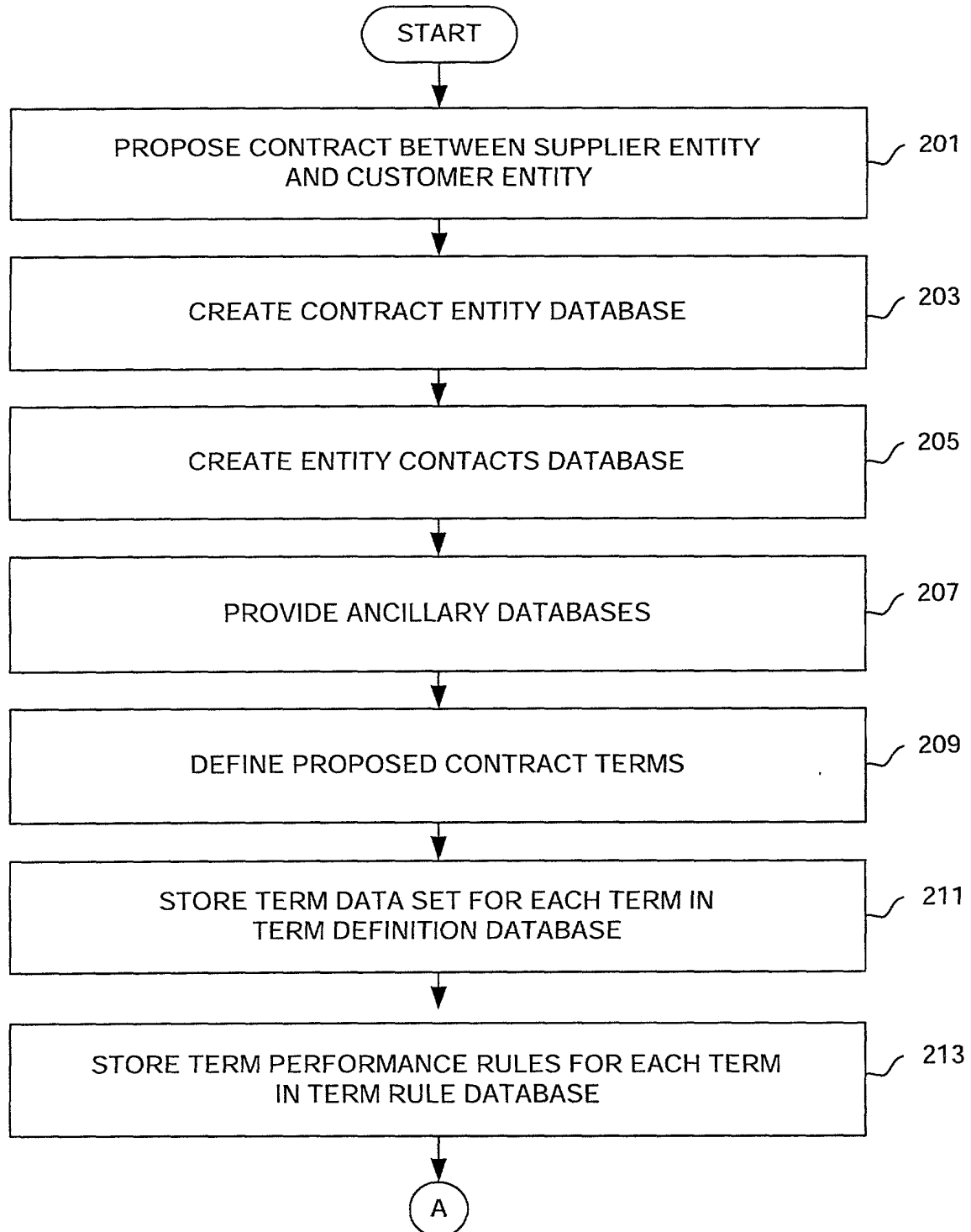


FIG. 2A

FIGURE 2.B:
METHOD OF GENERATING A CONTRACT

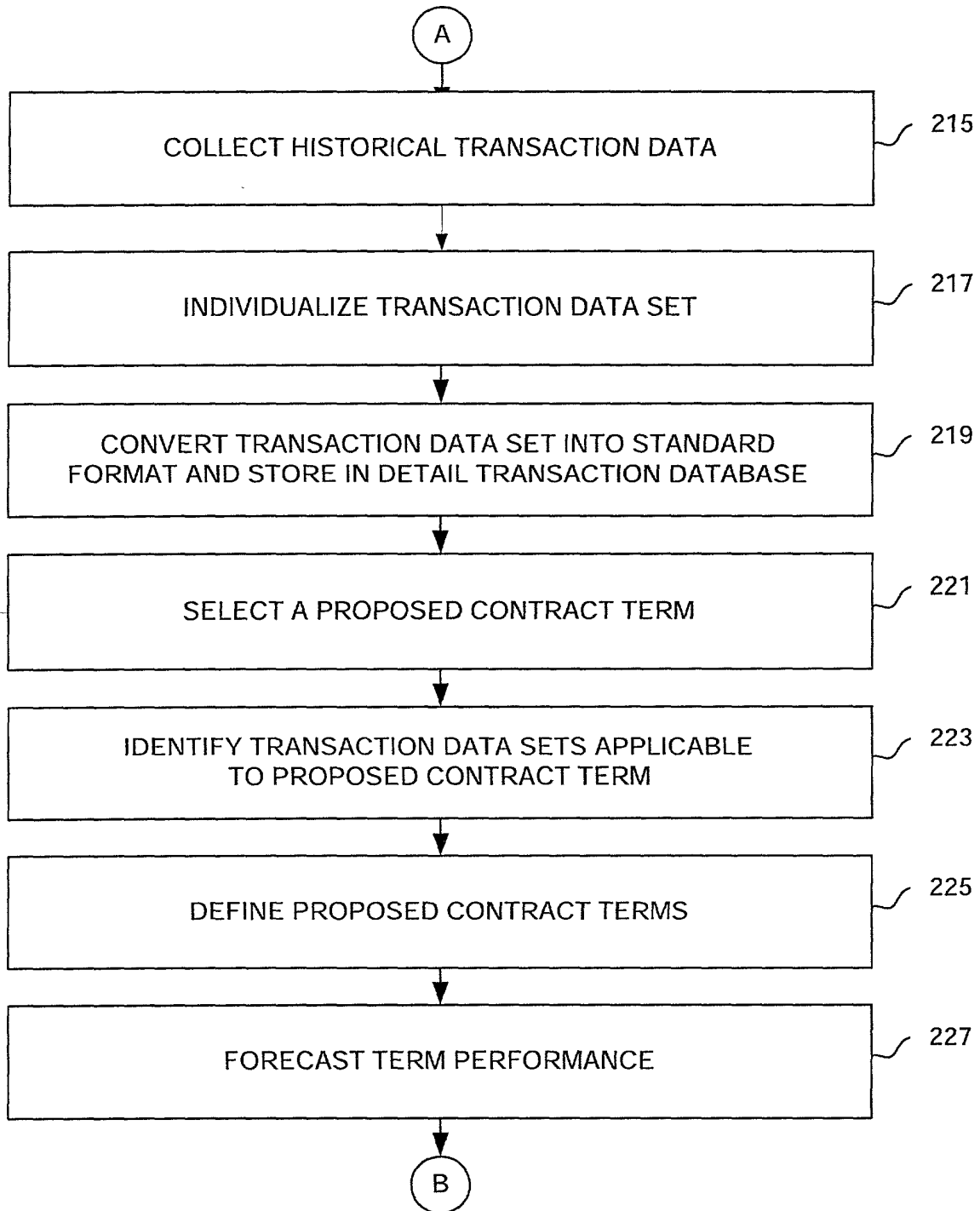


FIG. 2B

FIGURE 2.C:
METHOD OF GENERATING A CONTRACT

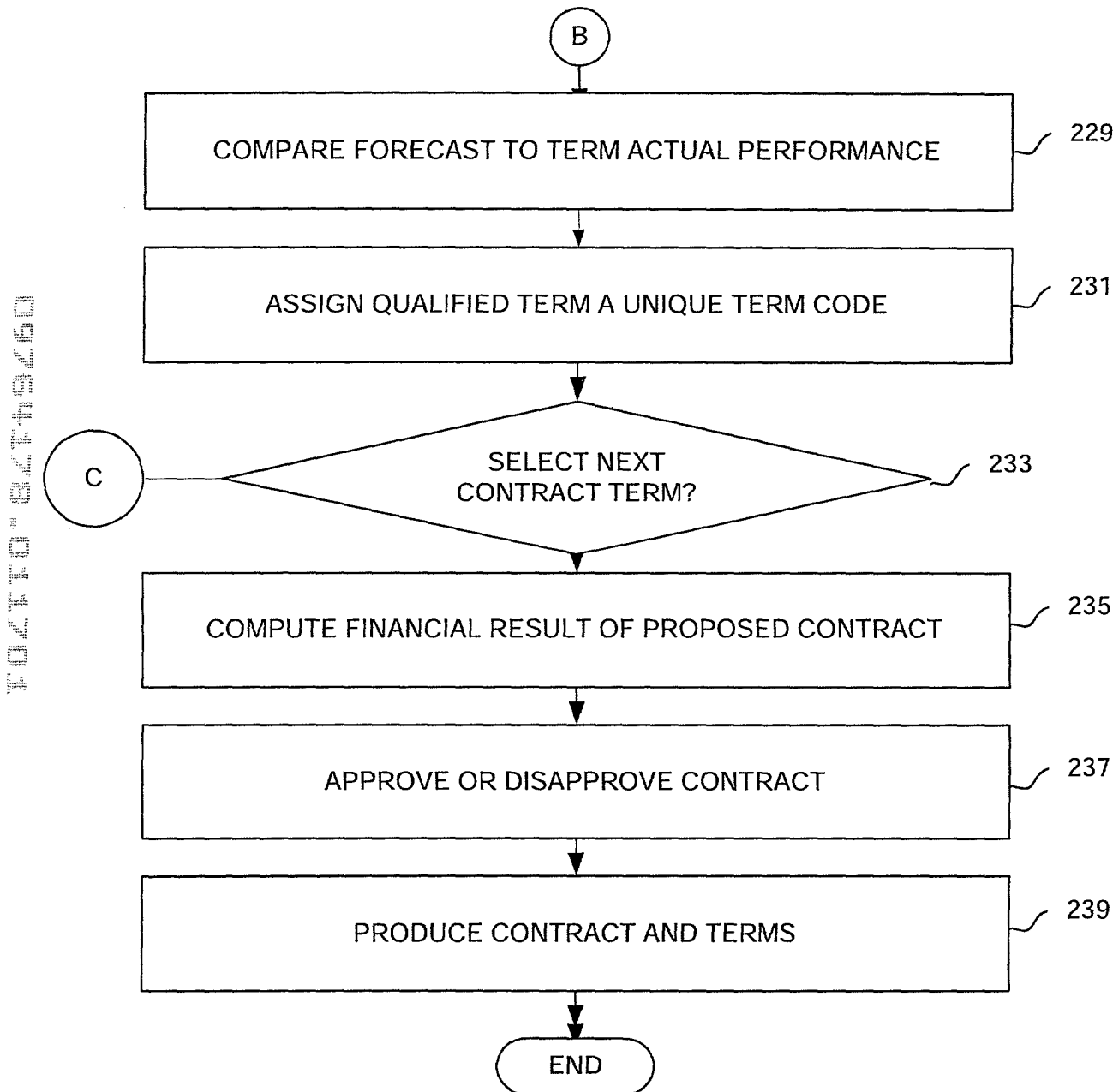


FIGURE 3:
COMPUTER PROCESSOR AND DATABASES

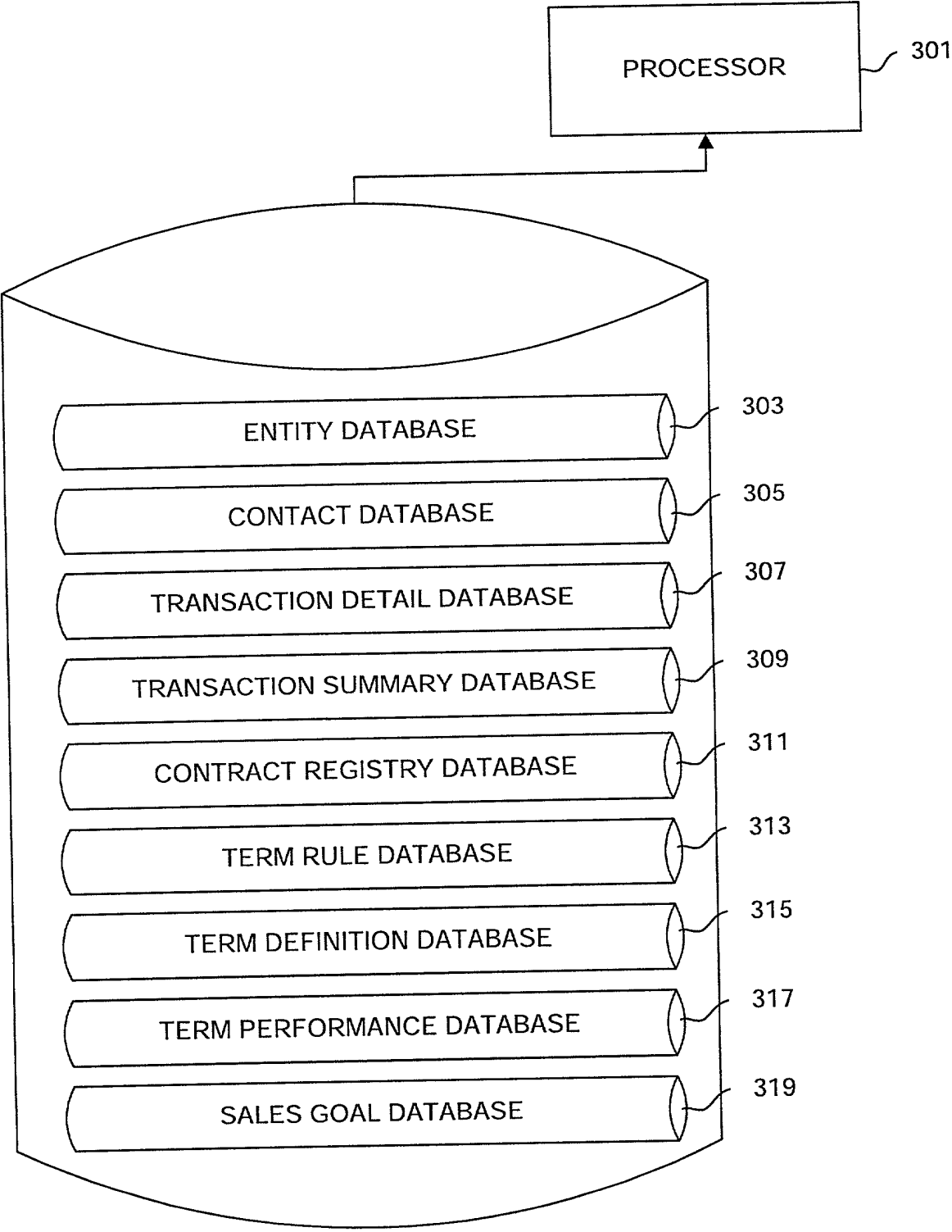


FIGURE 4.A
CONTRACT-DESIGNATED TRANSACTION

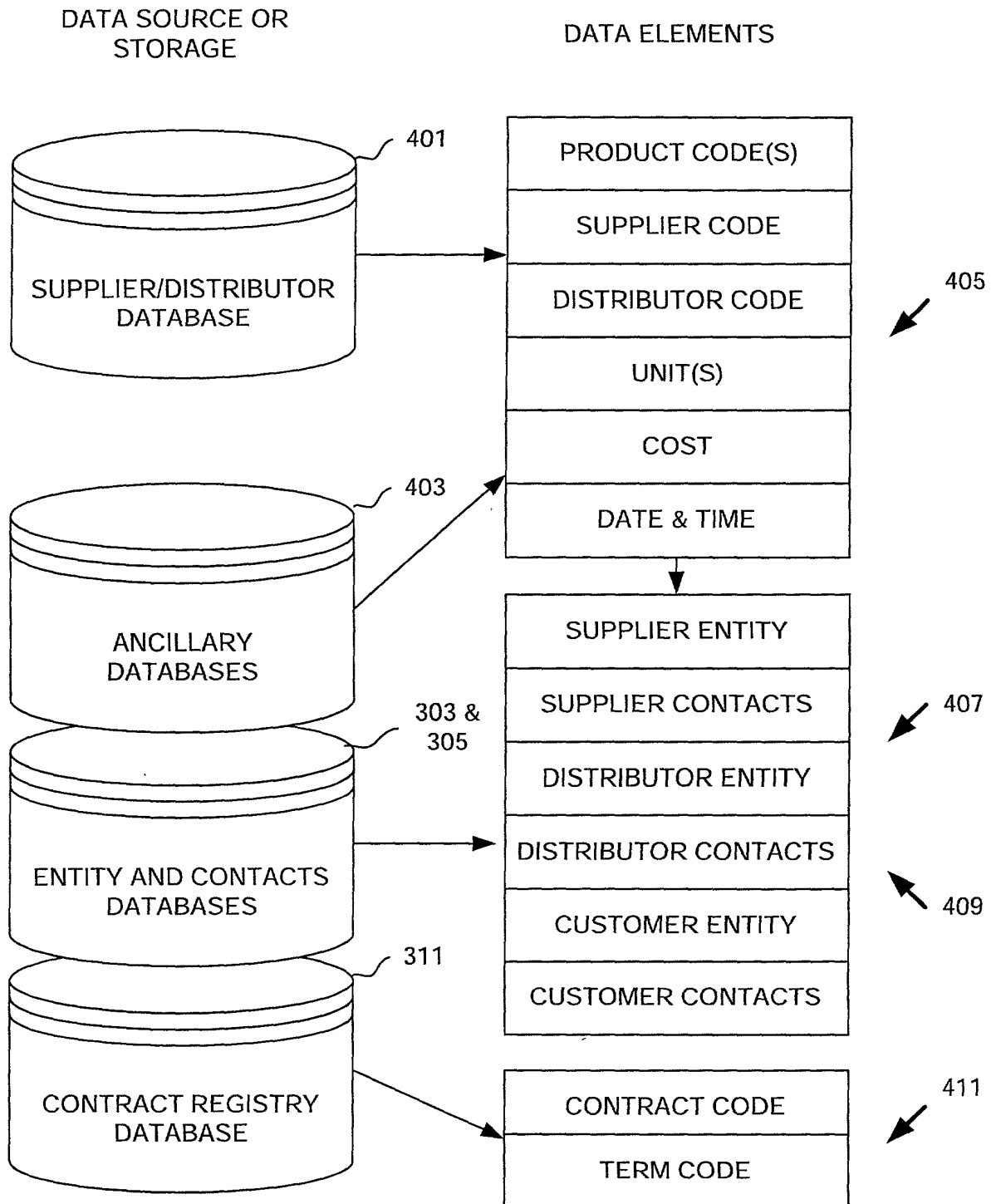


FIGURE 5.A
INPUT CONTRACT ENTITIES AND CONTACTS

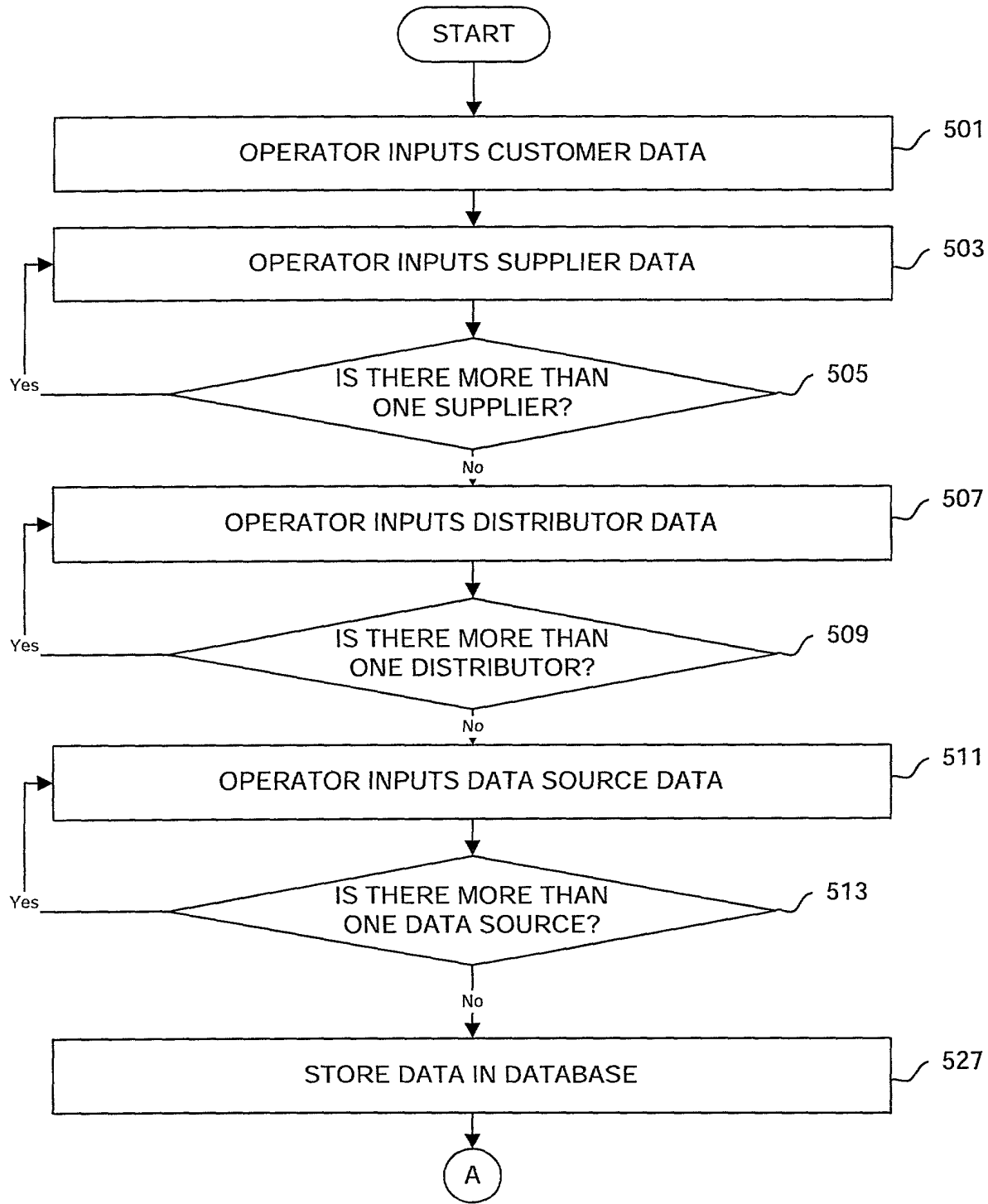


FIGURE 5.B
INPUT CONTRACT ENTITIES AND CONTACTS

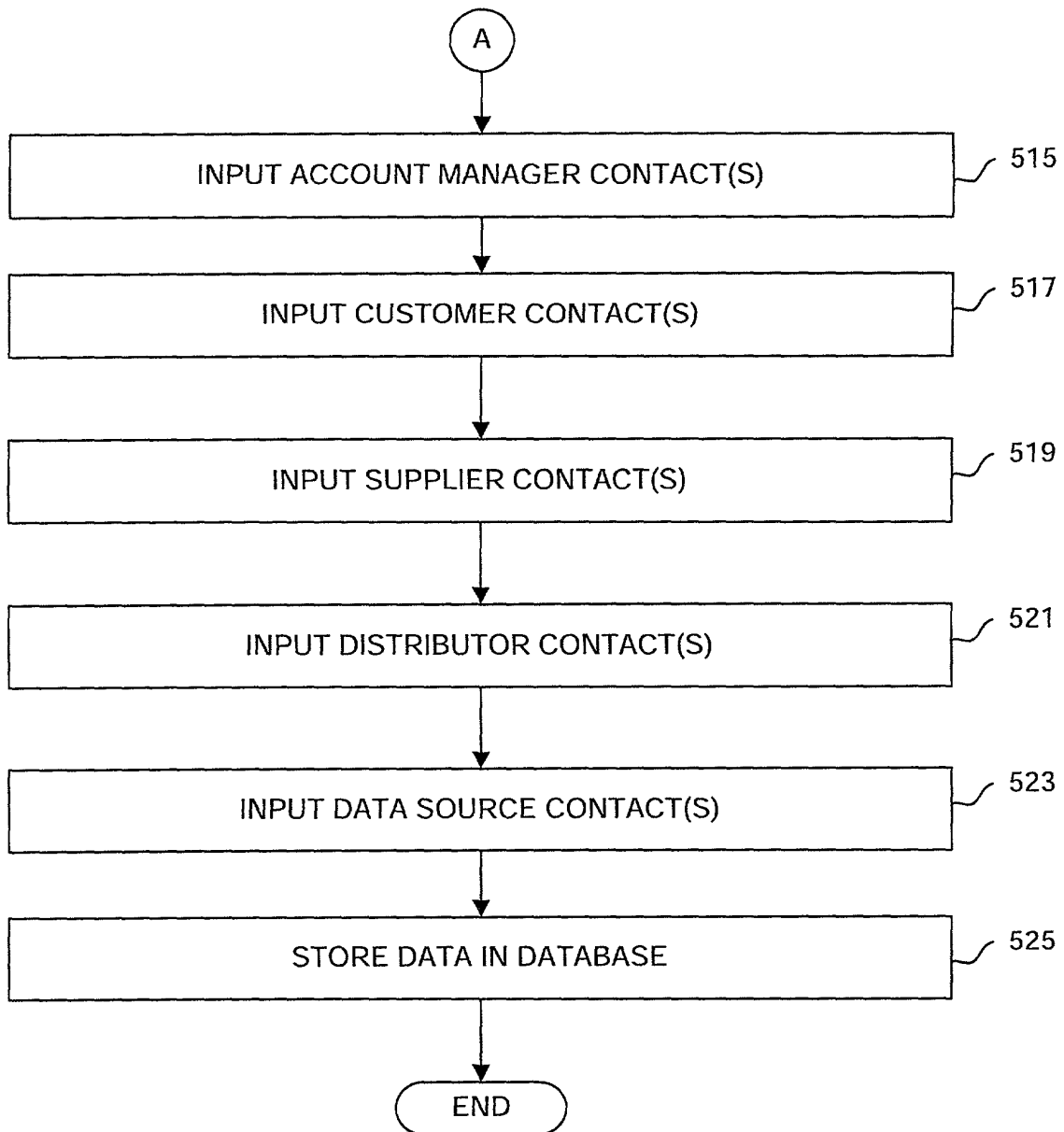


FIGURE 4.B
CONTRACT-DESIGNATED TRANSACTION

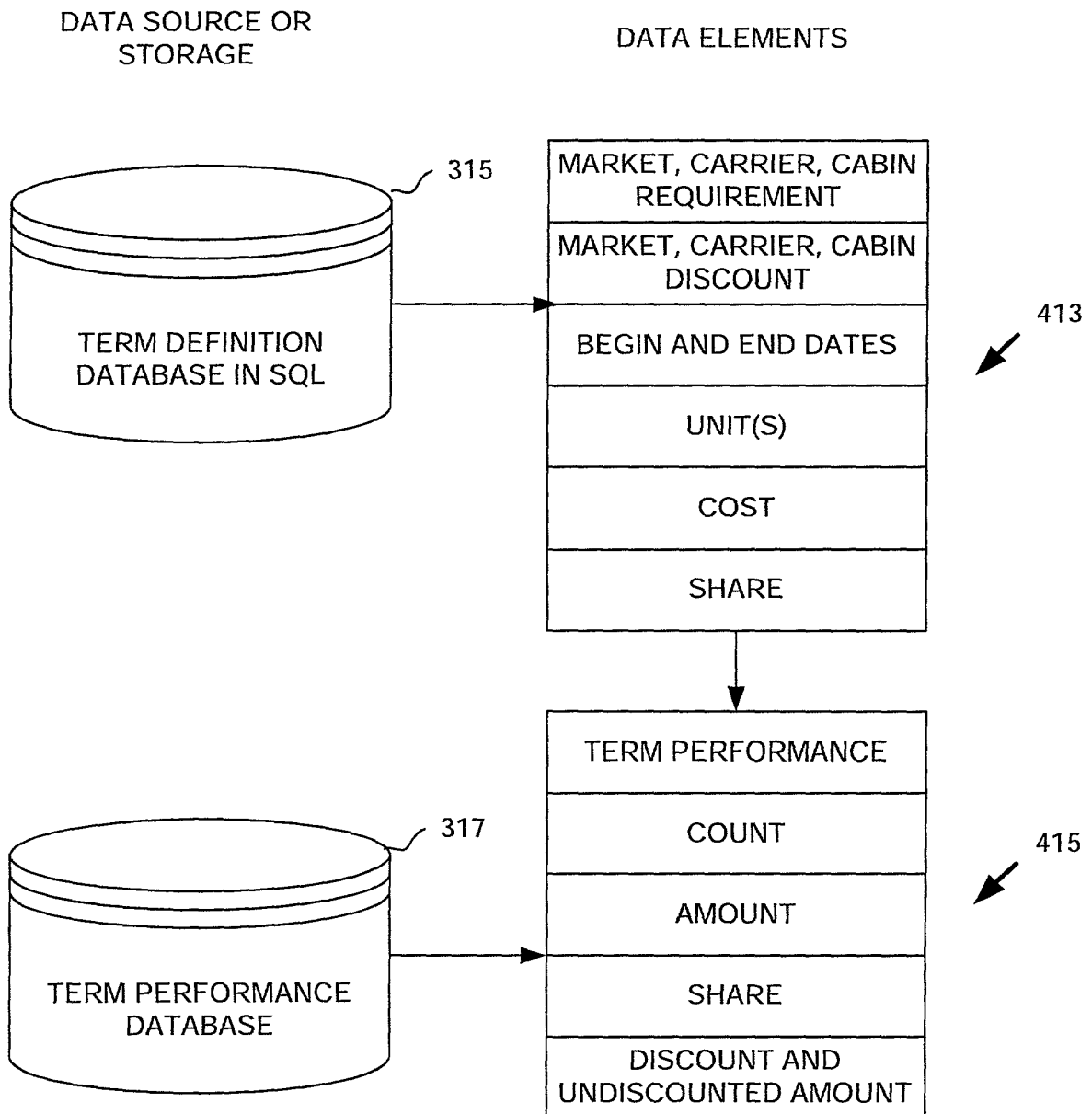


FIGURE 6:
ESTABLISH CONTRACT AND TERM RULES

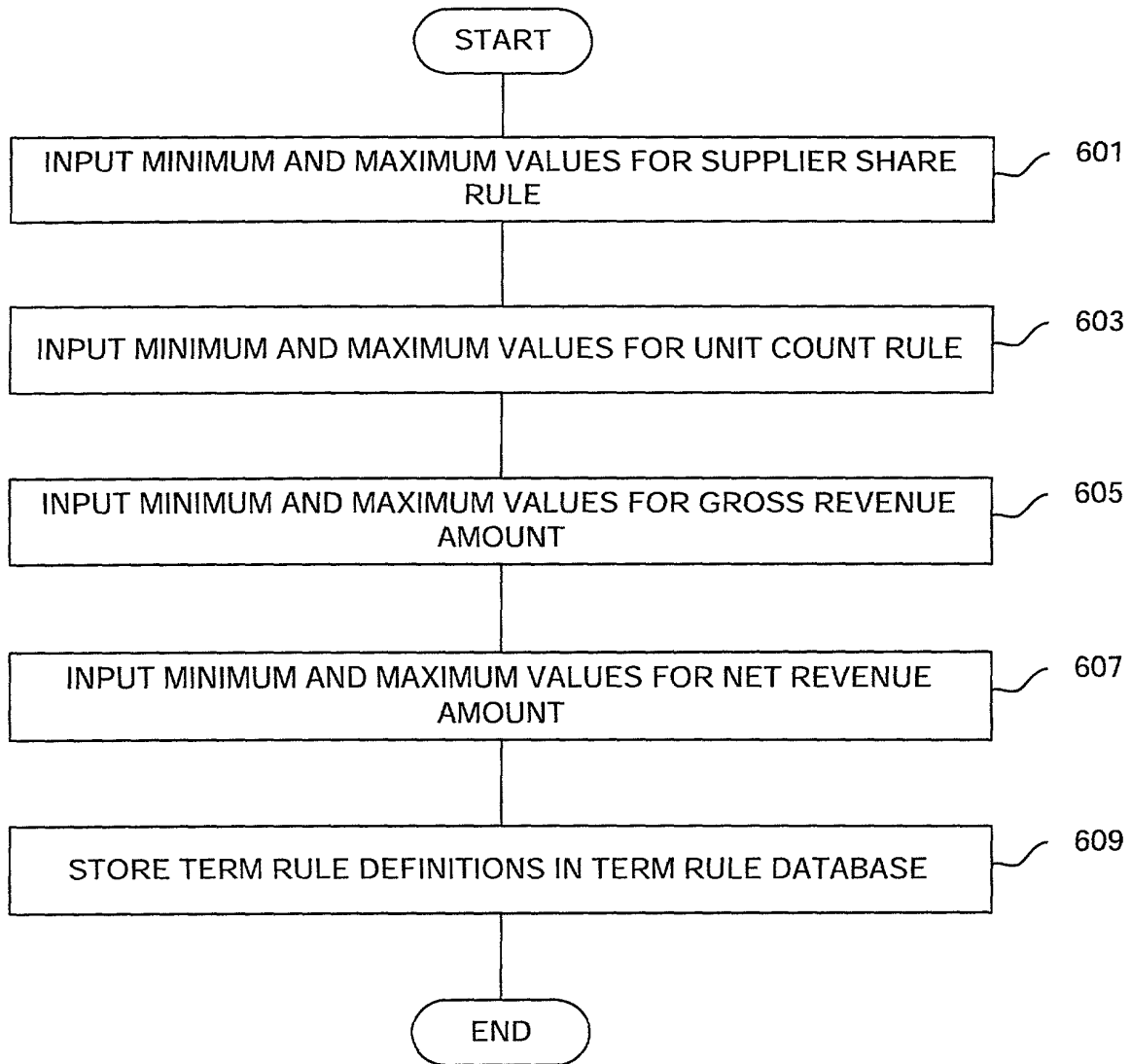


FIGURE 7.A:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

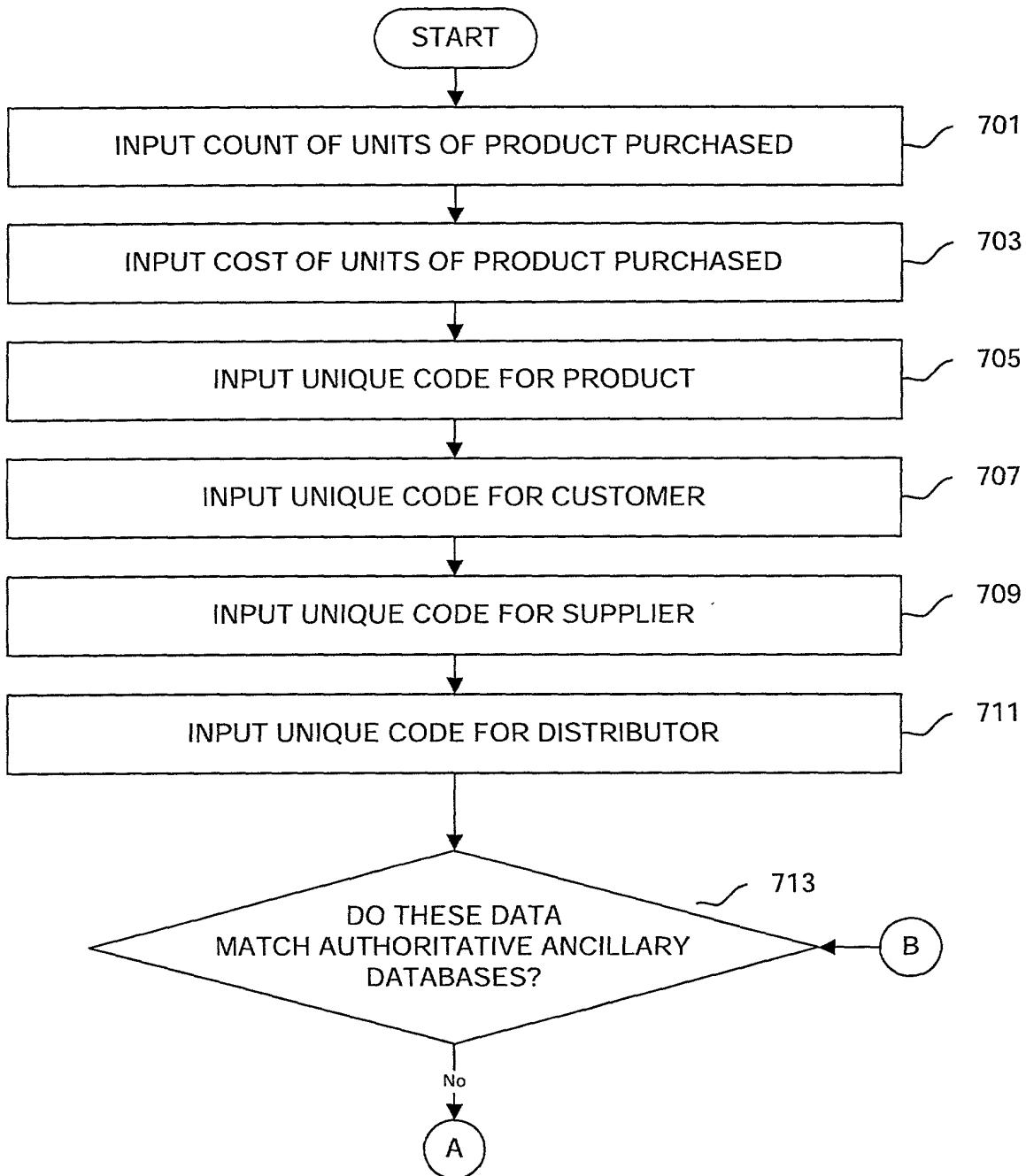


FIGURE 7.B:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

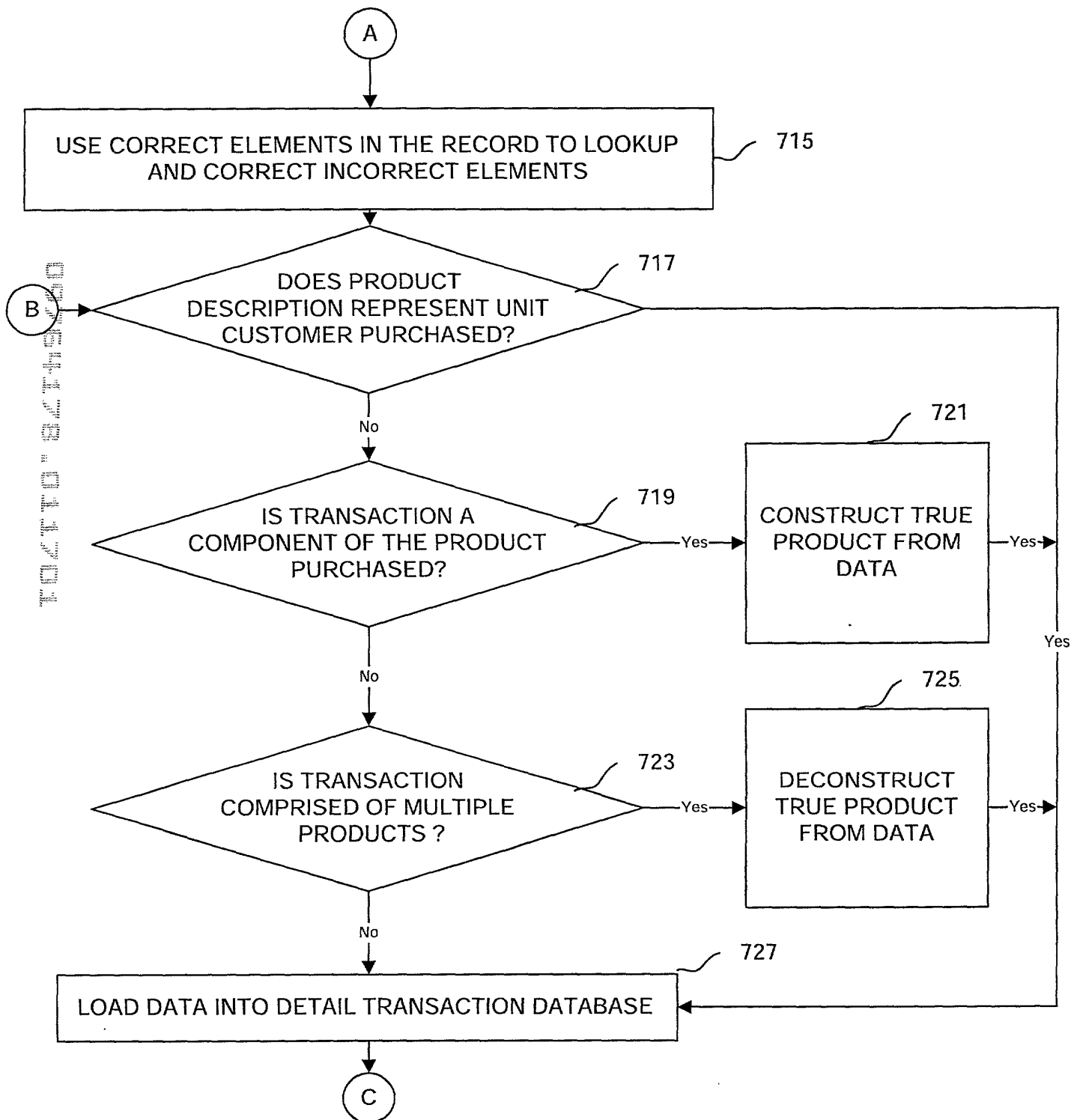


FIGURE 7.C:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

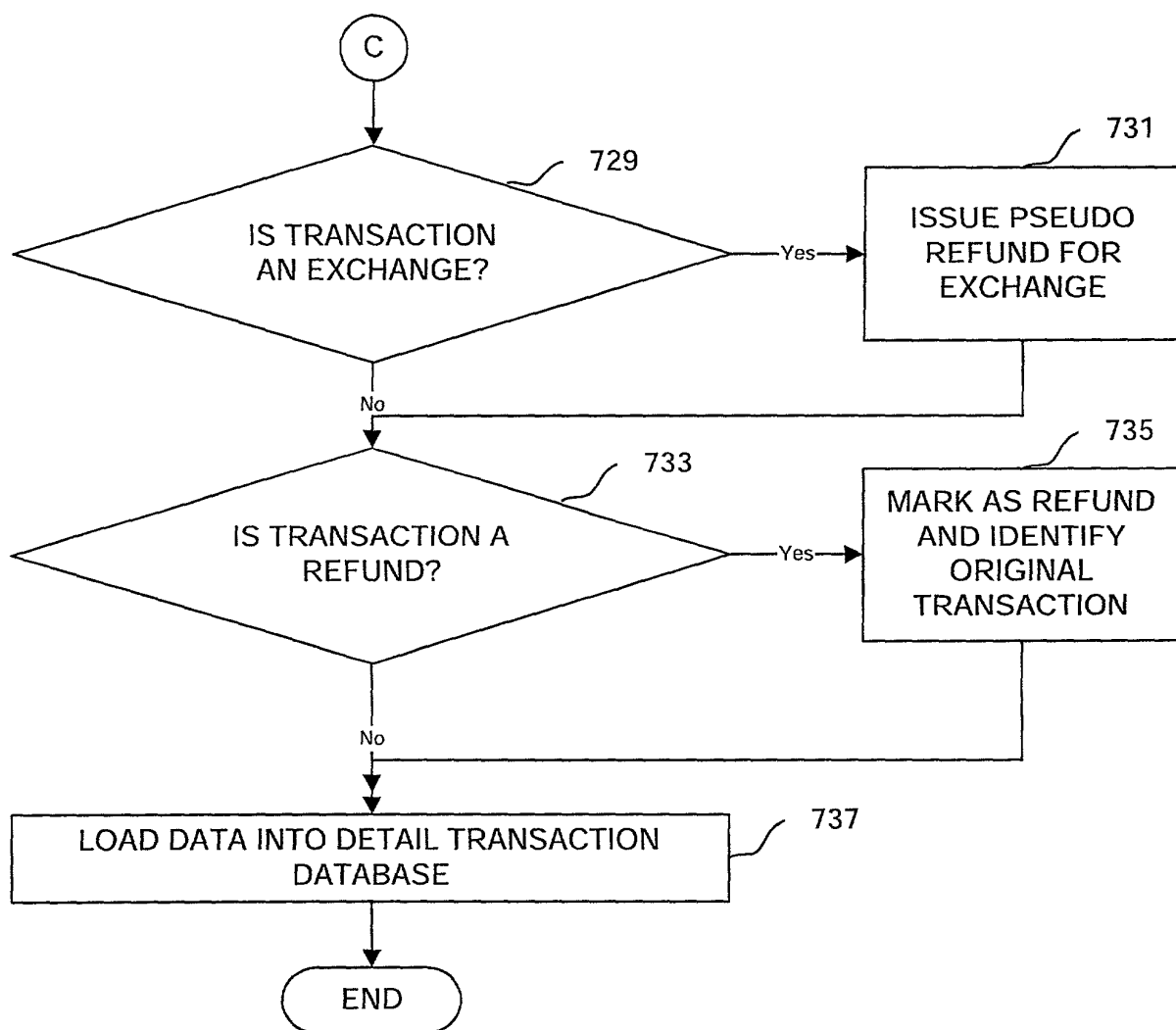


FIGURE 8.A
DEFINE CONTRACT AND PERFORMANCE TERMS

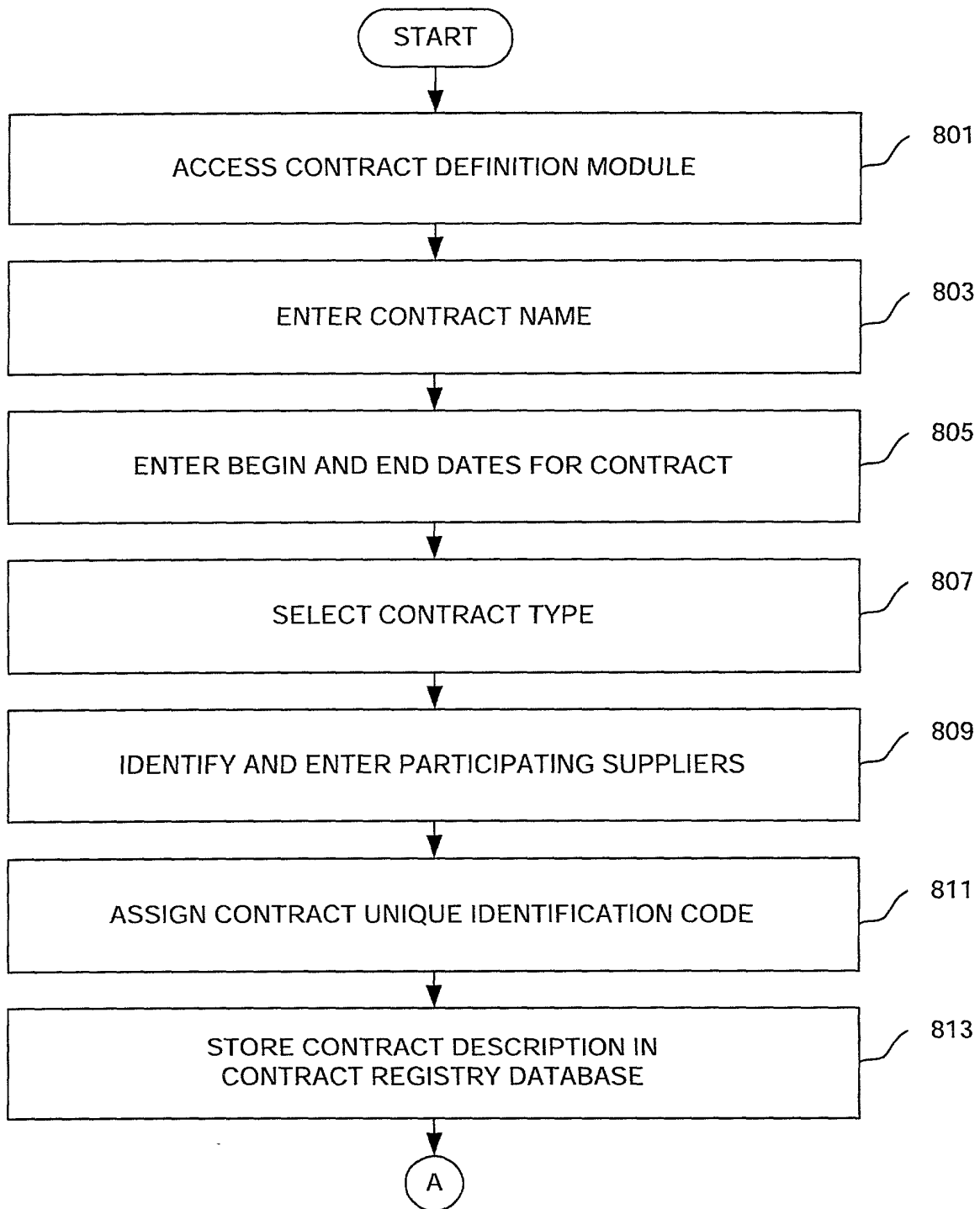


FIGURE 8.B
DEFINE CONTRACT AND PERFORMANCE TERMS

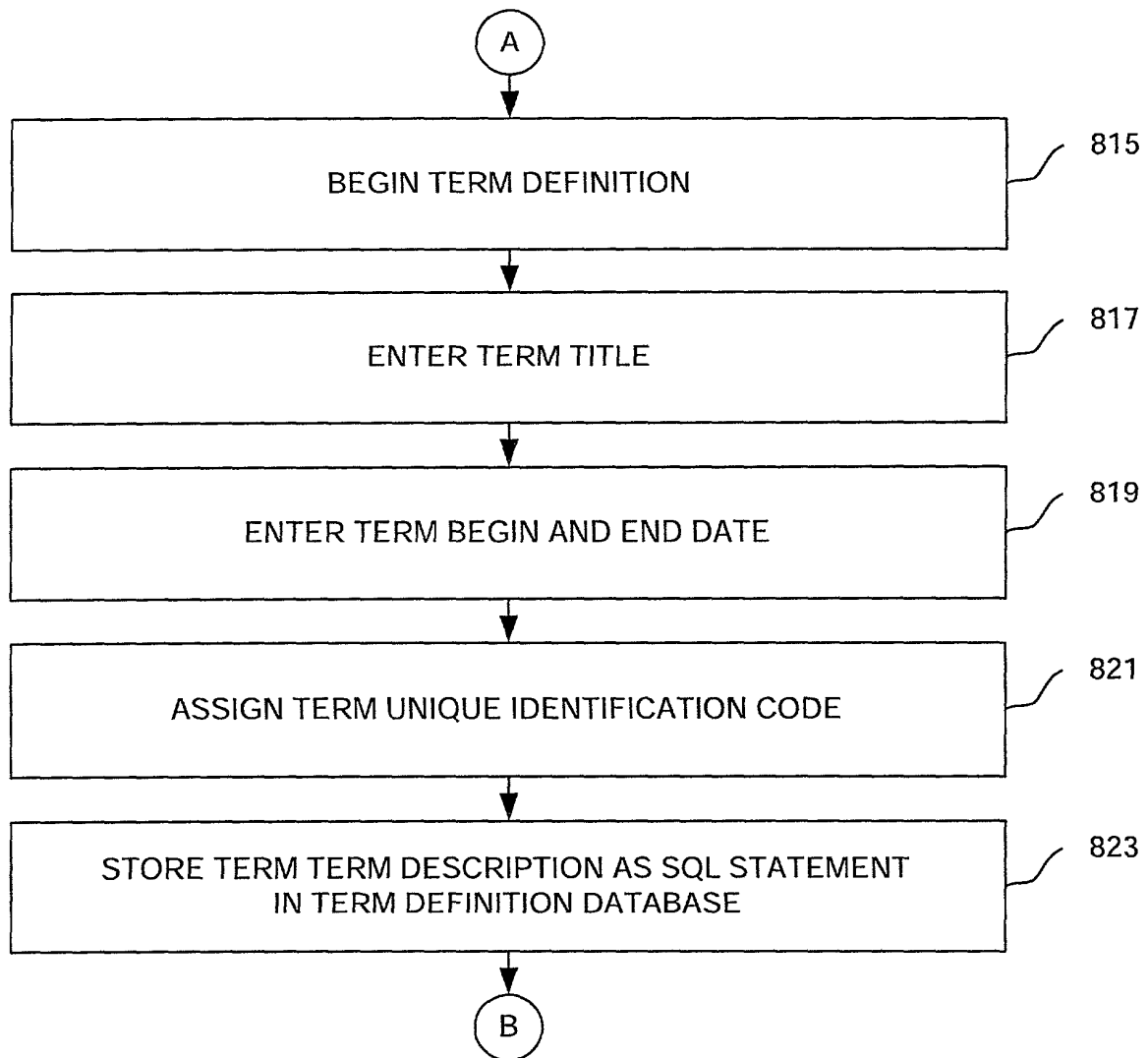


FIGURE 8.C
DEFINE CONTRACT AND PERFORMANCE TERMS

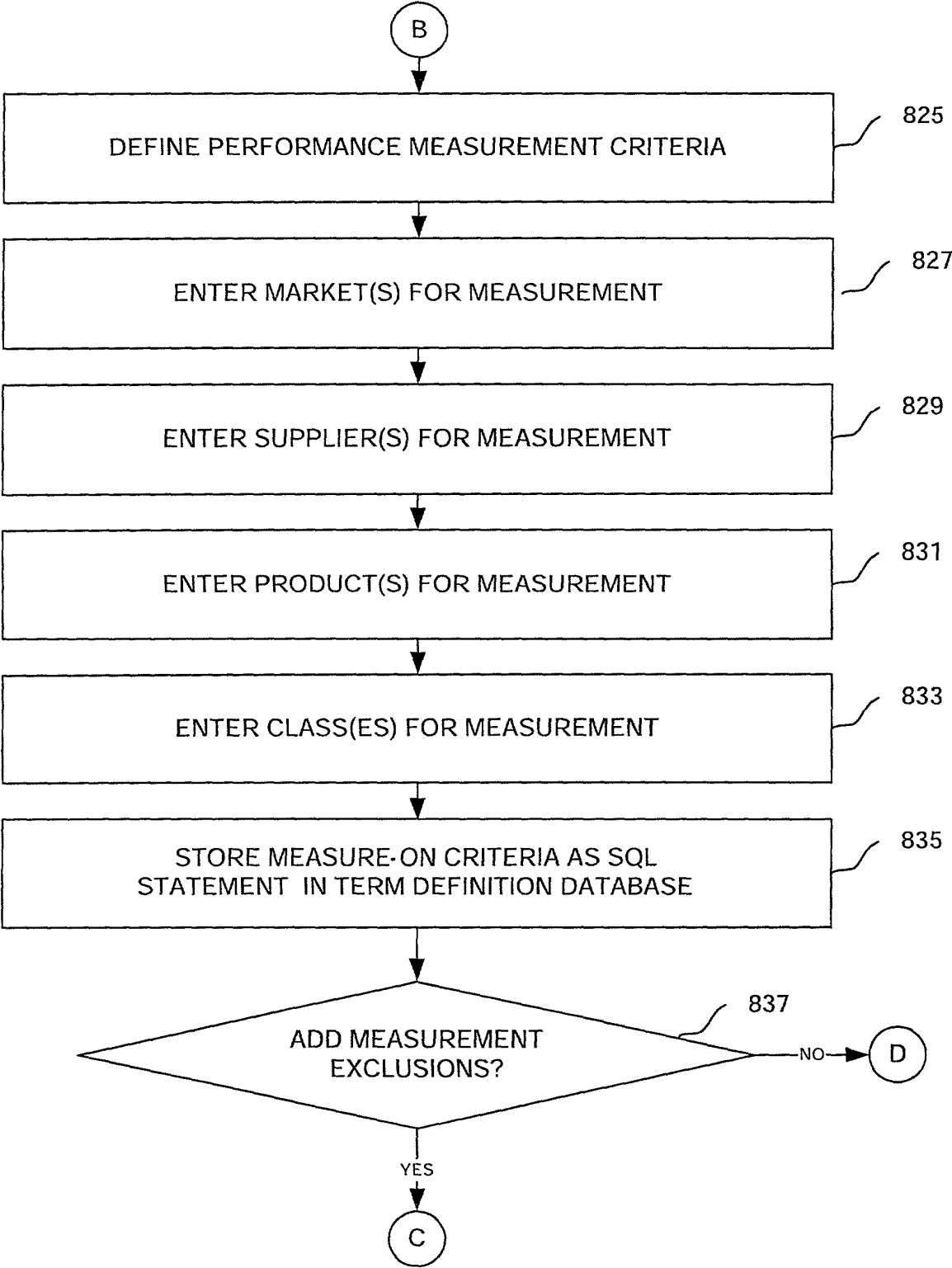
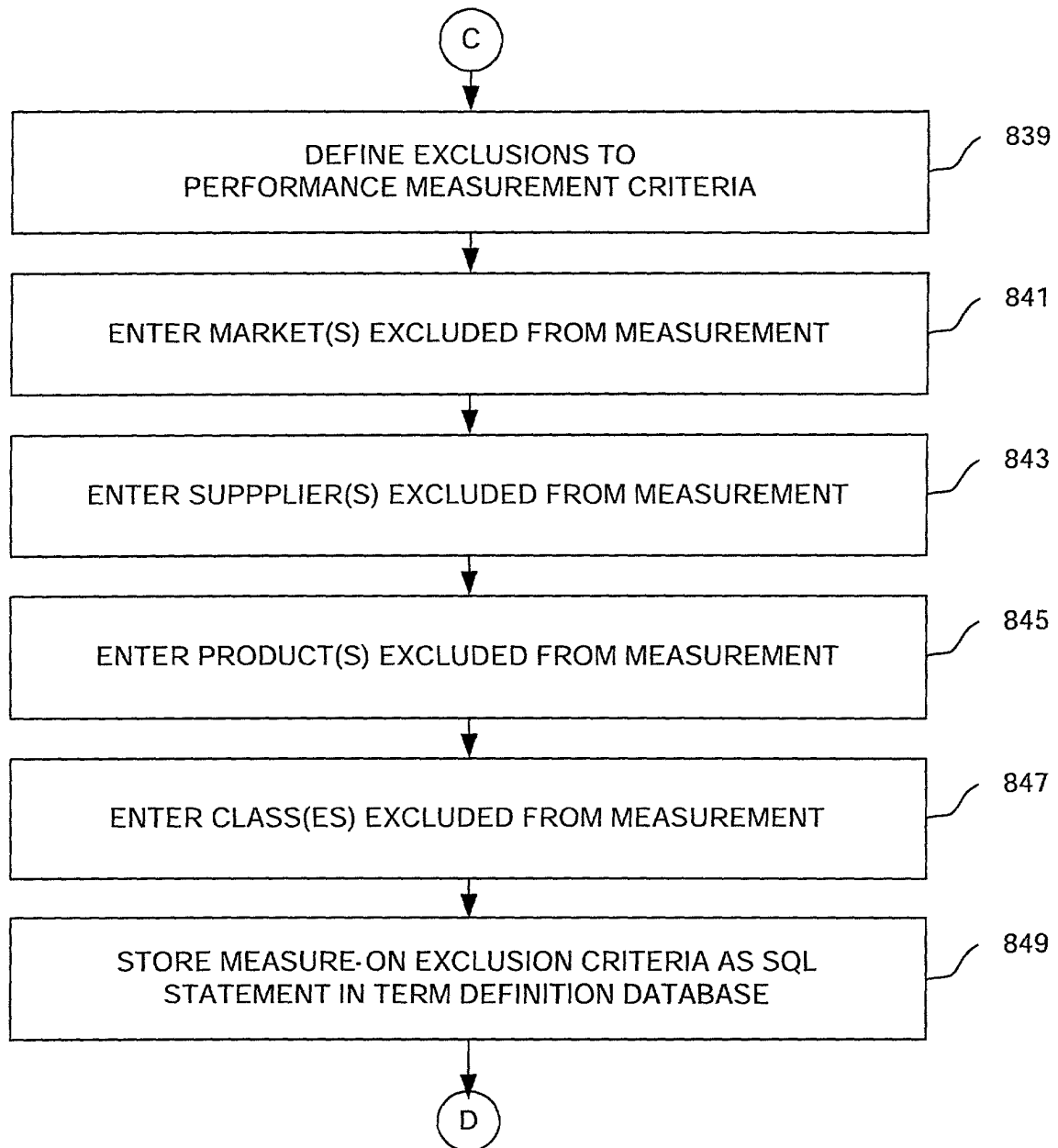
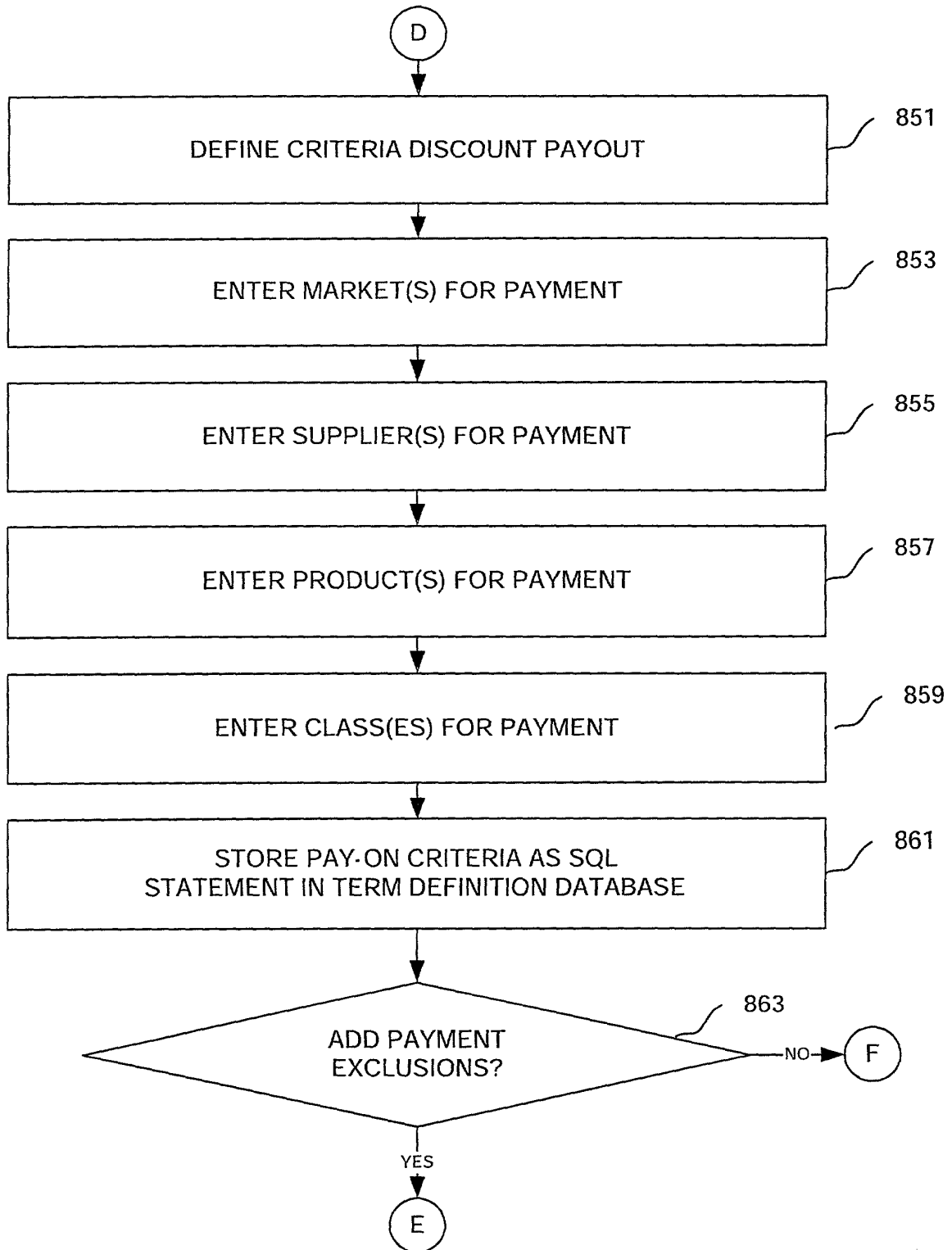


FIGURE 8.D
DEFINE CONTRACT AND PERFORMANCE TERMS



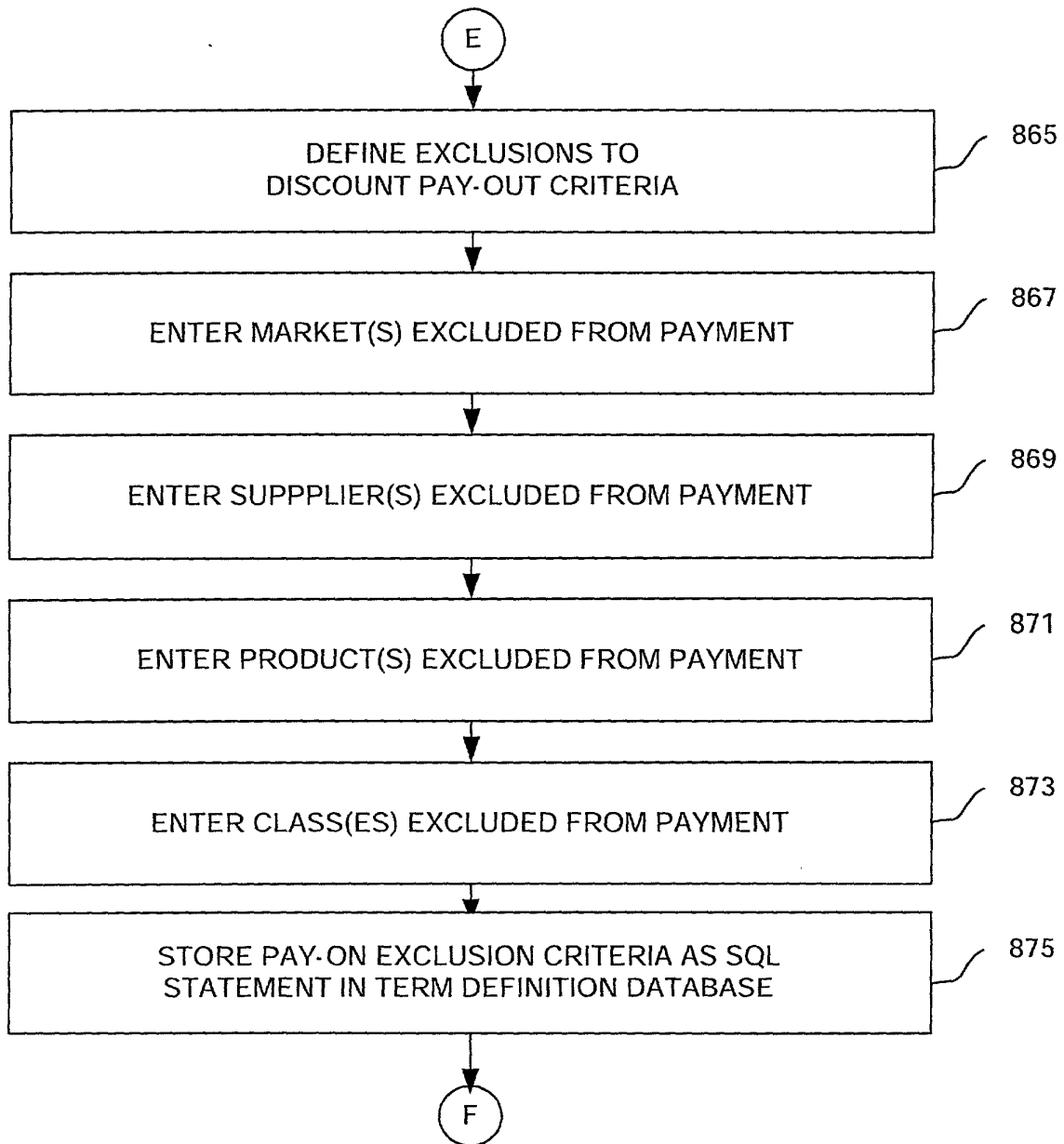
096478 04404
T04T084760

FIGURE 8.E
DEFINE CONTRACT AND PERFORMANCE TERMS



09764378.011701

FIGURE 8.F
DEFINE CONTRACT AND PERFORMANCE TERMS



09764478.04704

FIGURE 8.G
DEFINE CONTRACT AND PERFORMANCE TERMS

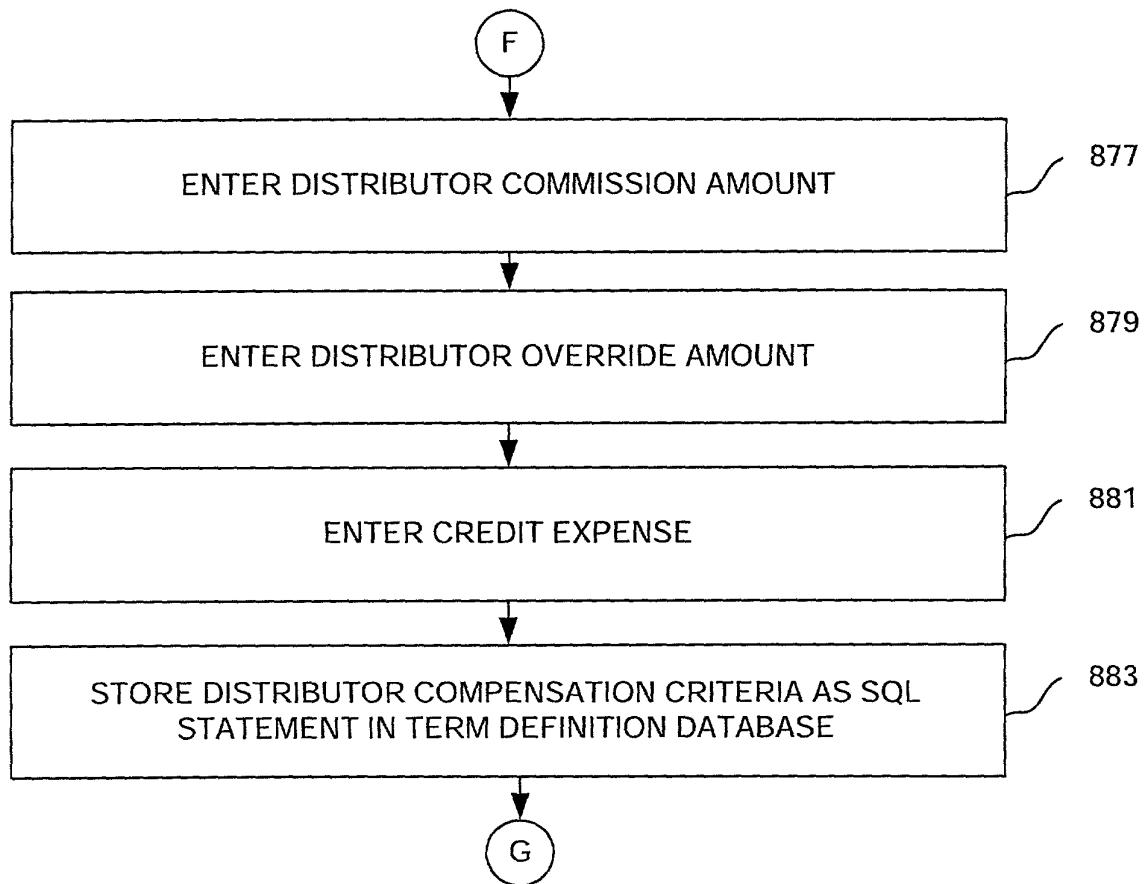


FIGURE 8.G

FIGURE 8.H
DEFINE CONTRACT AND PERFORMANCE TERMS

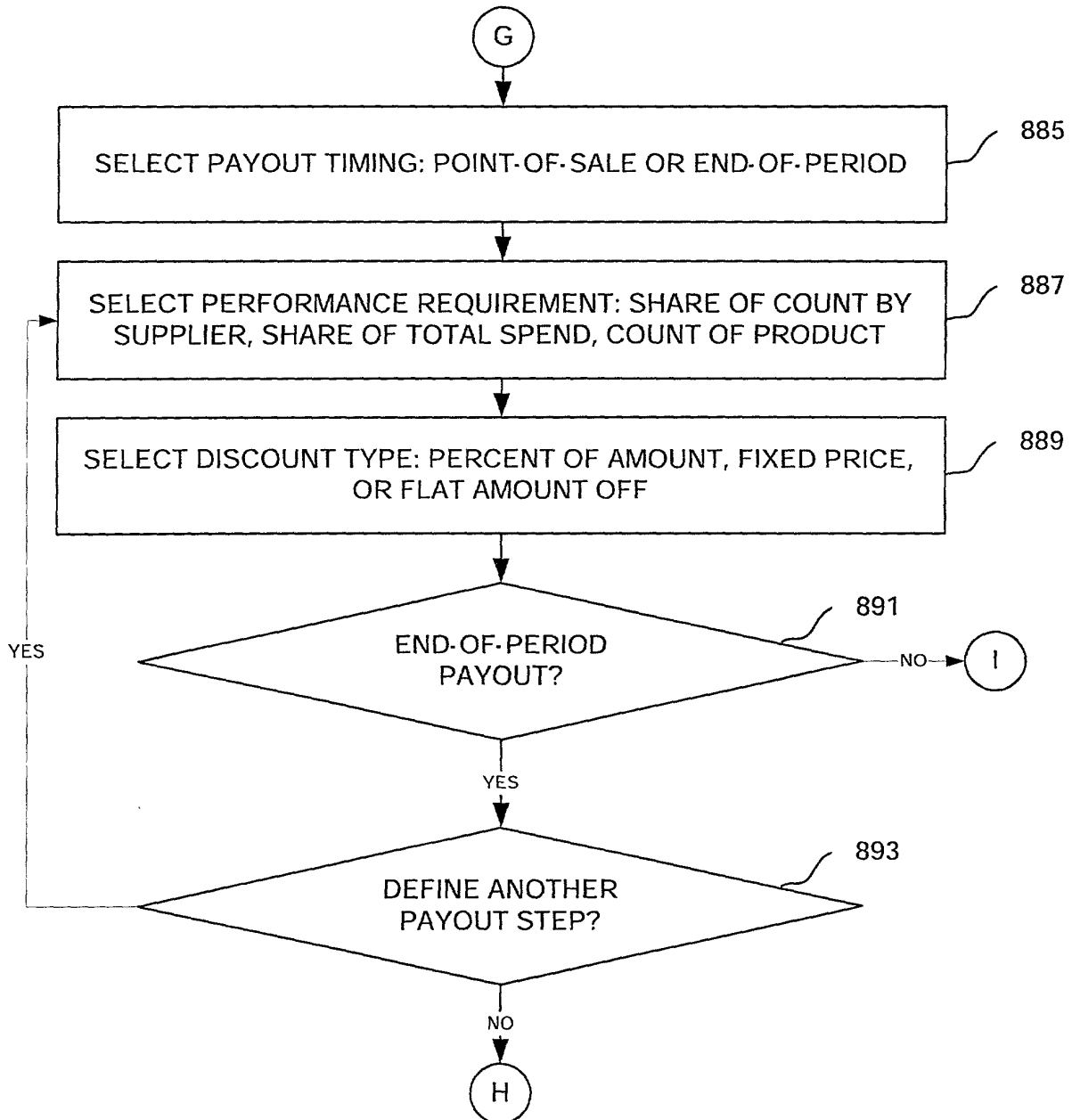
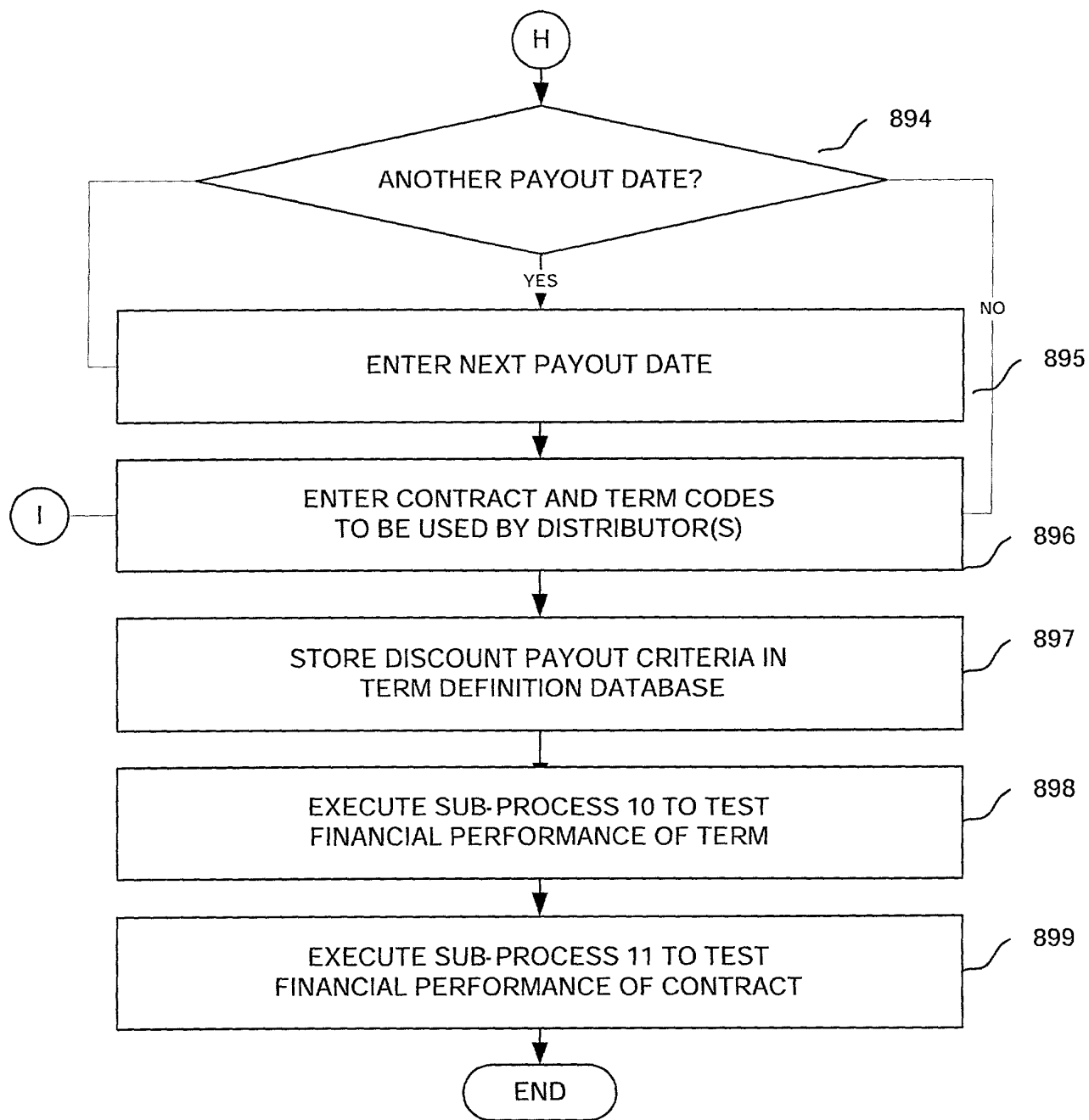


FIGURE 8.I
DEFINE CONTRACT AND PERFORMANCE TERMS



09764178 011701

FIGURE 9.A
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

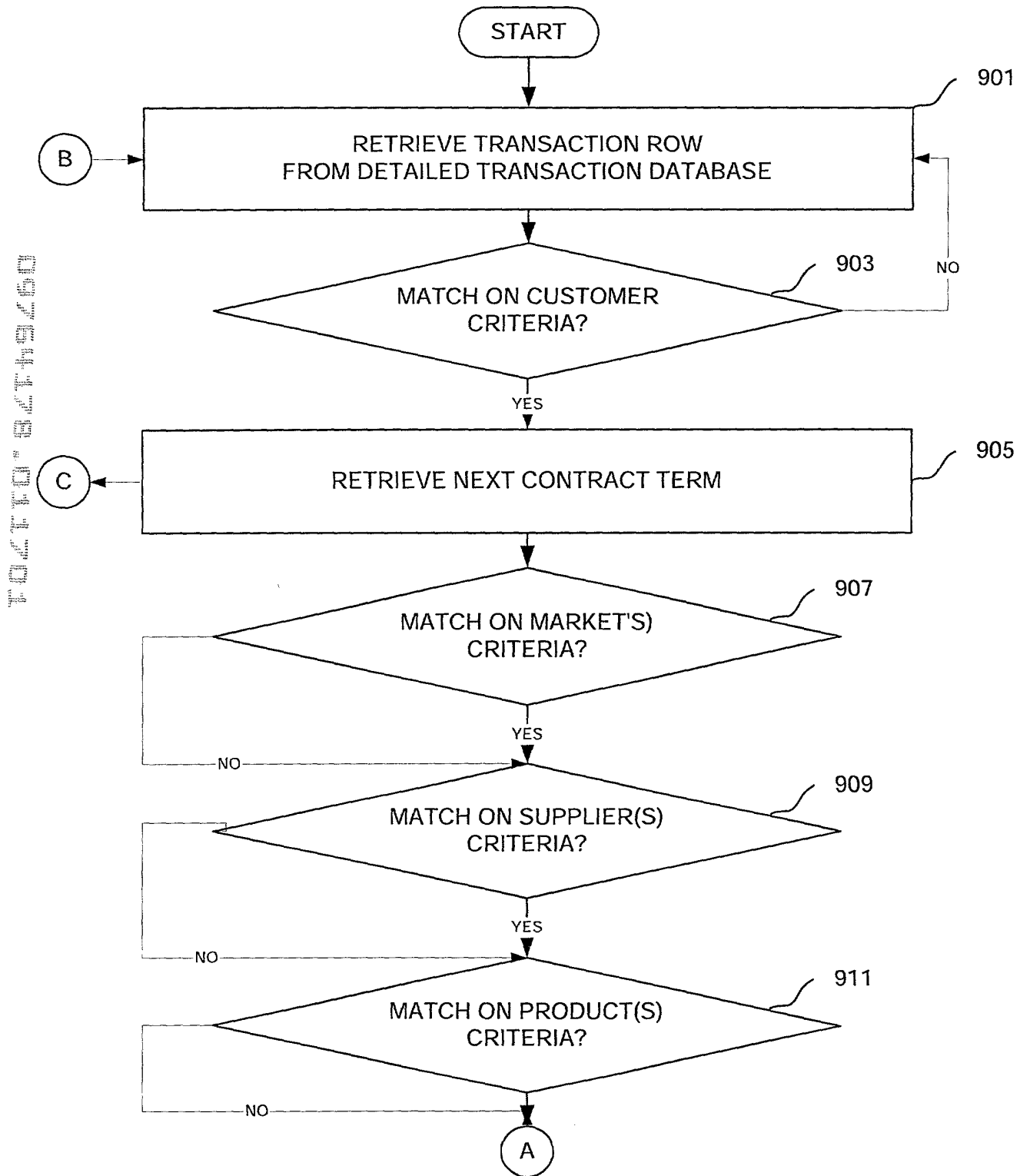


FIGURE 9.B
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

09764178-014701
FIG. 9B

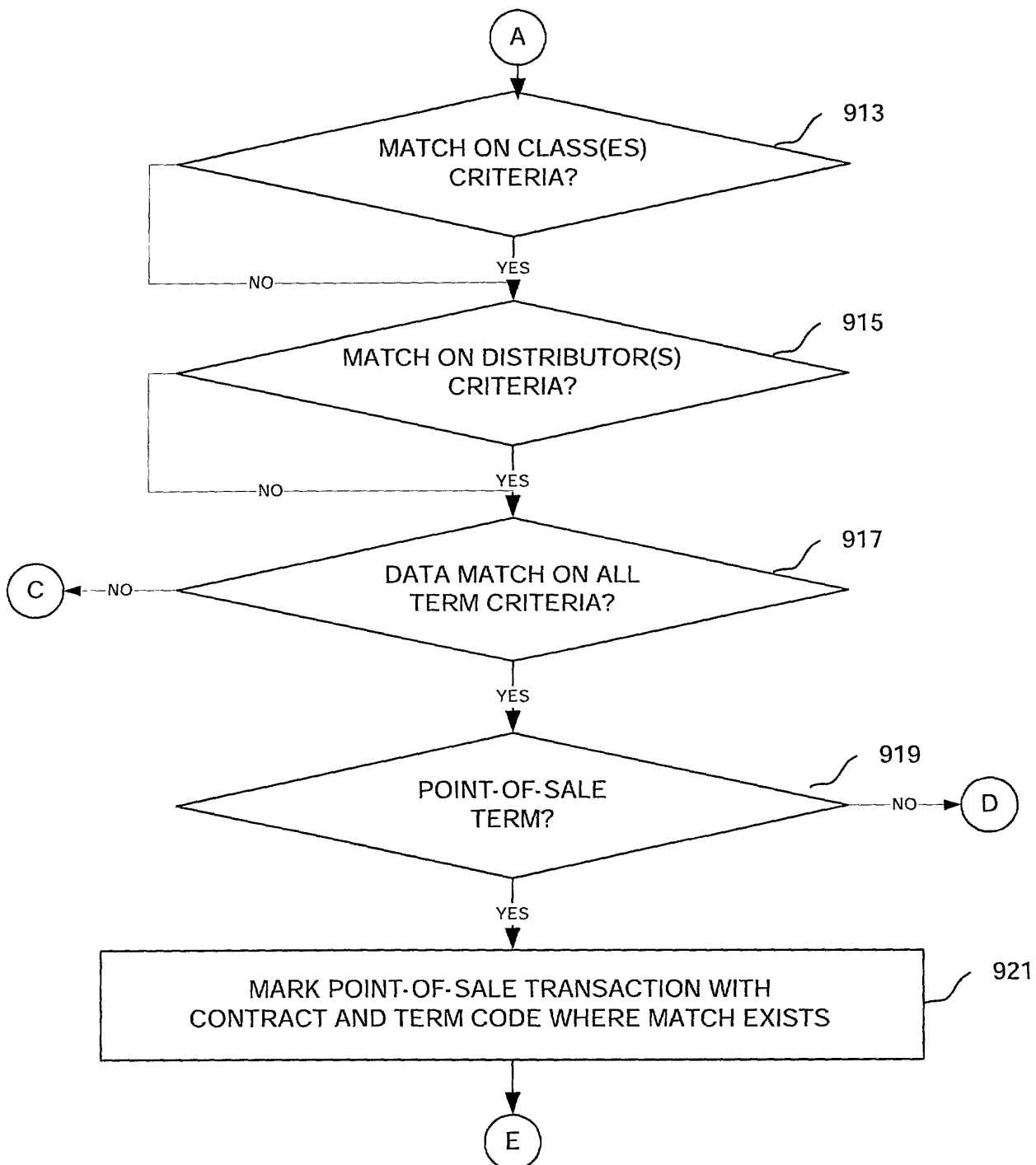


FIGURE 9.C
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

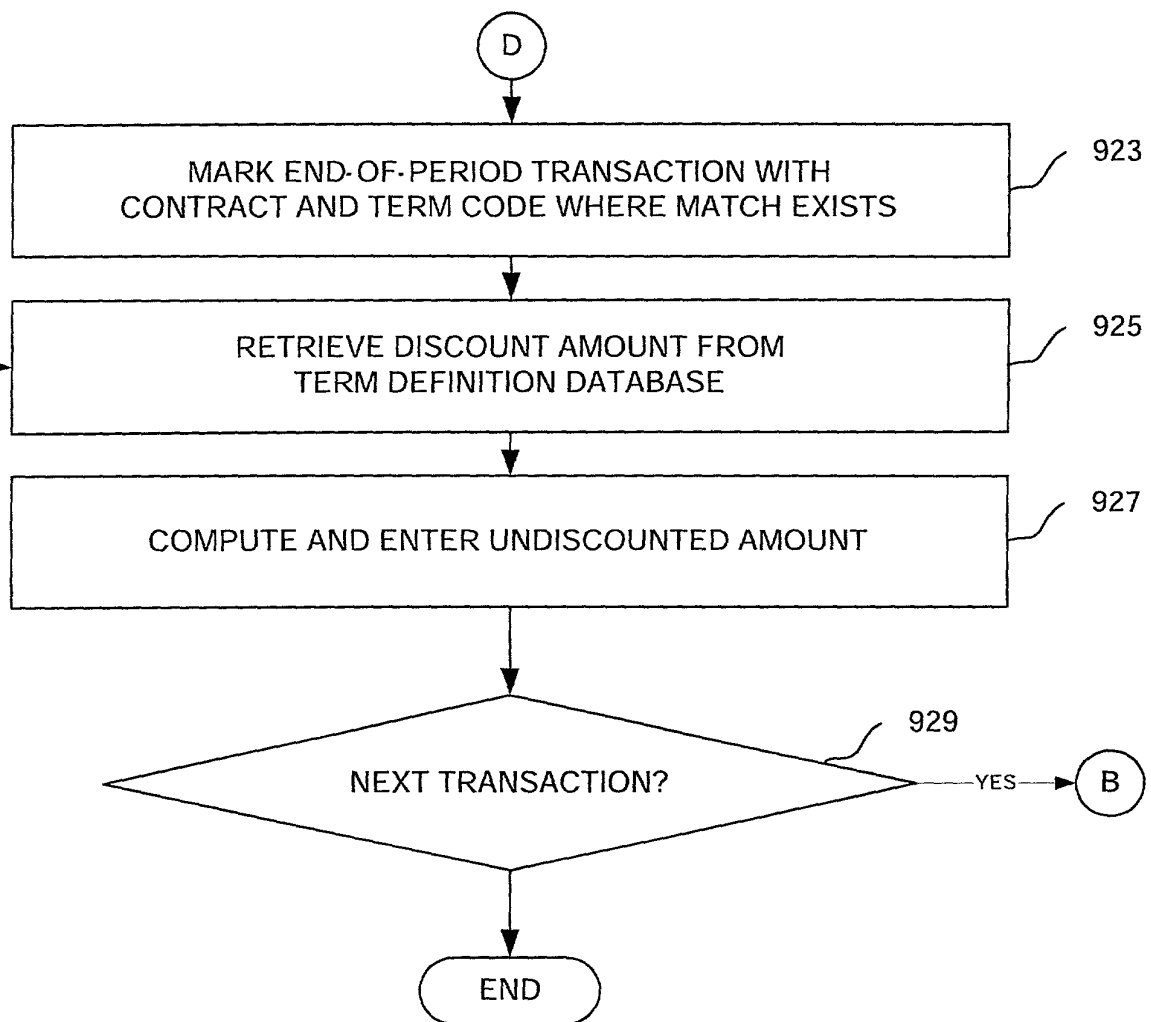


FIGURE 10.A:
CREATE TRANSACTION SUMMARY DATABASE

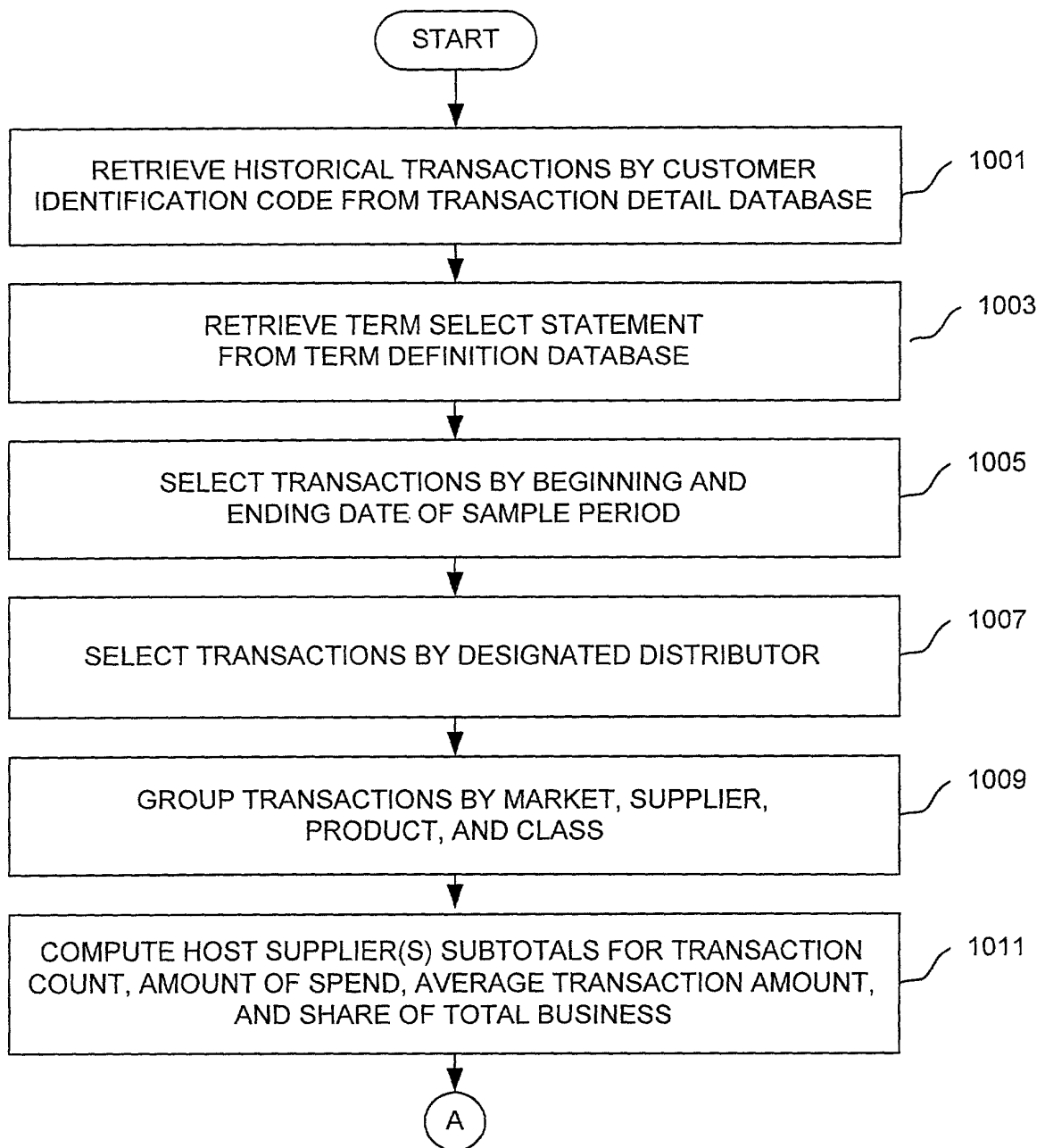


FIGURE 10.B:
CREATE TRANSACTION SUMMARY DATABASE

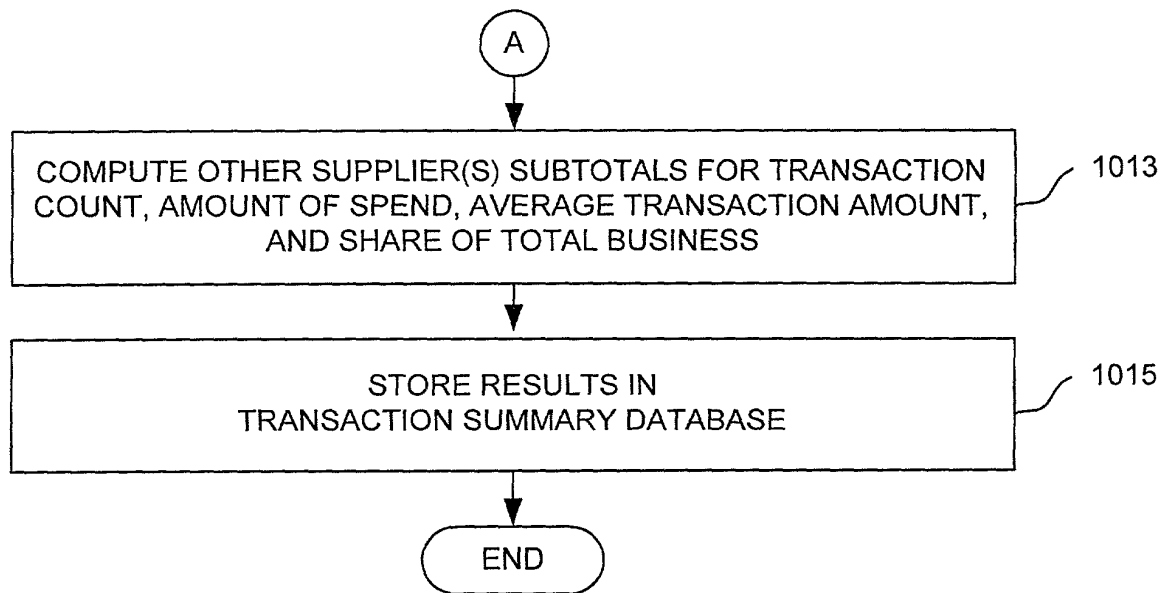


FIGURE 11.A
FORECAST TERM PERFORMANCE

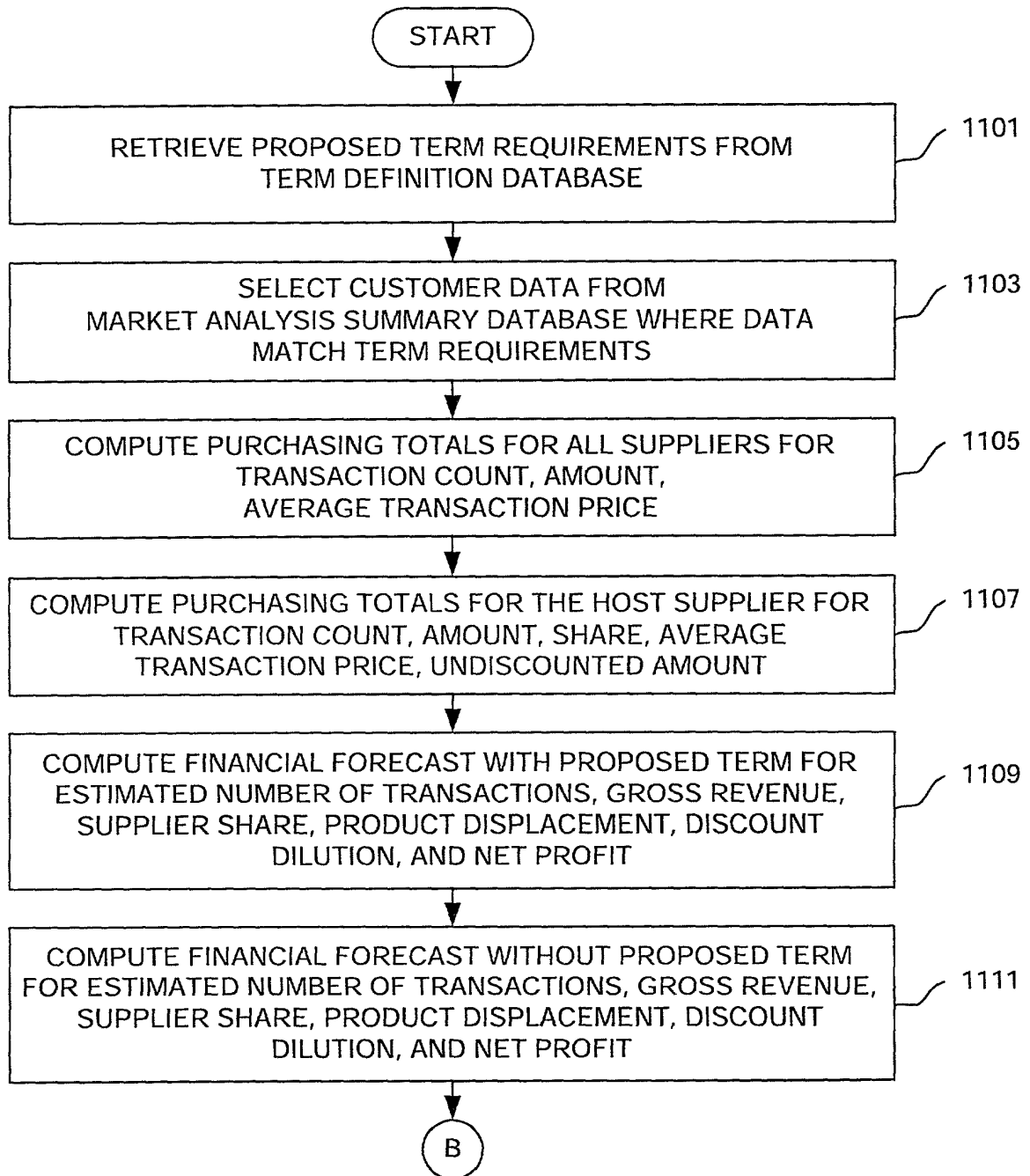


FIGURE 11.B
FORECAST TERM PERFORMANCE

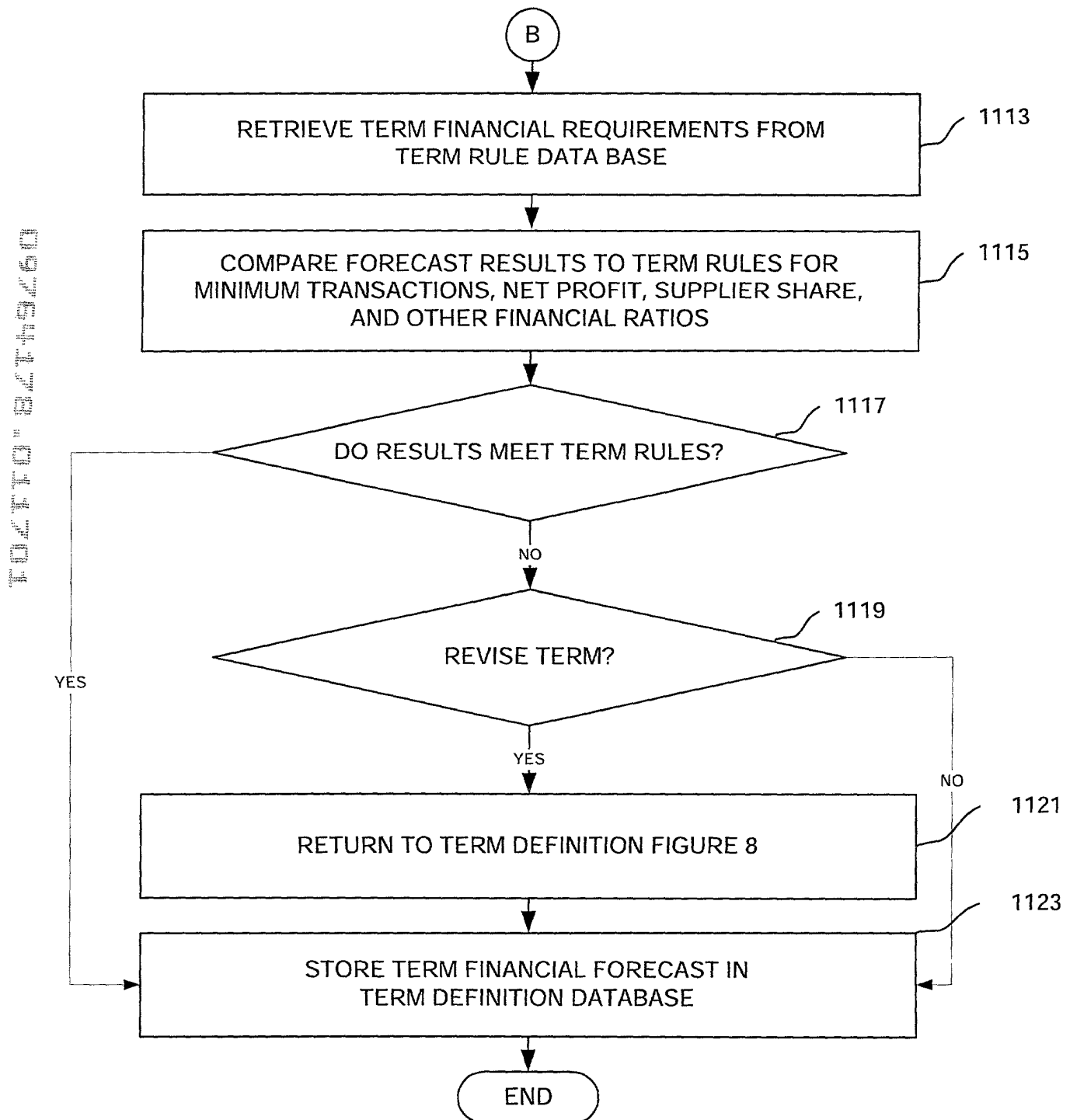


FIGURE 12.A
FORECAST CONTRACT PERFORMANCE

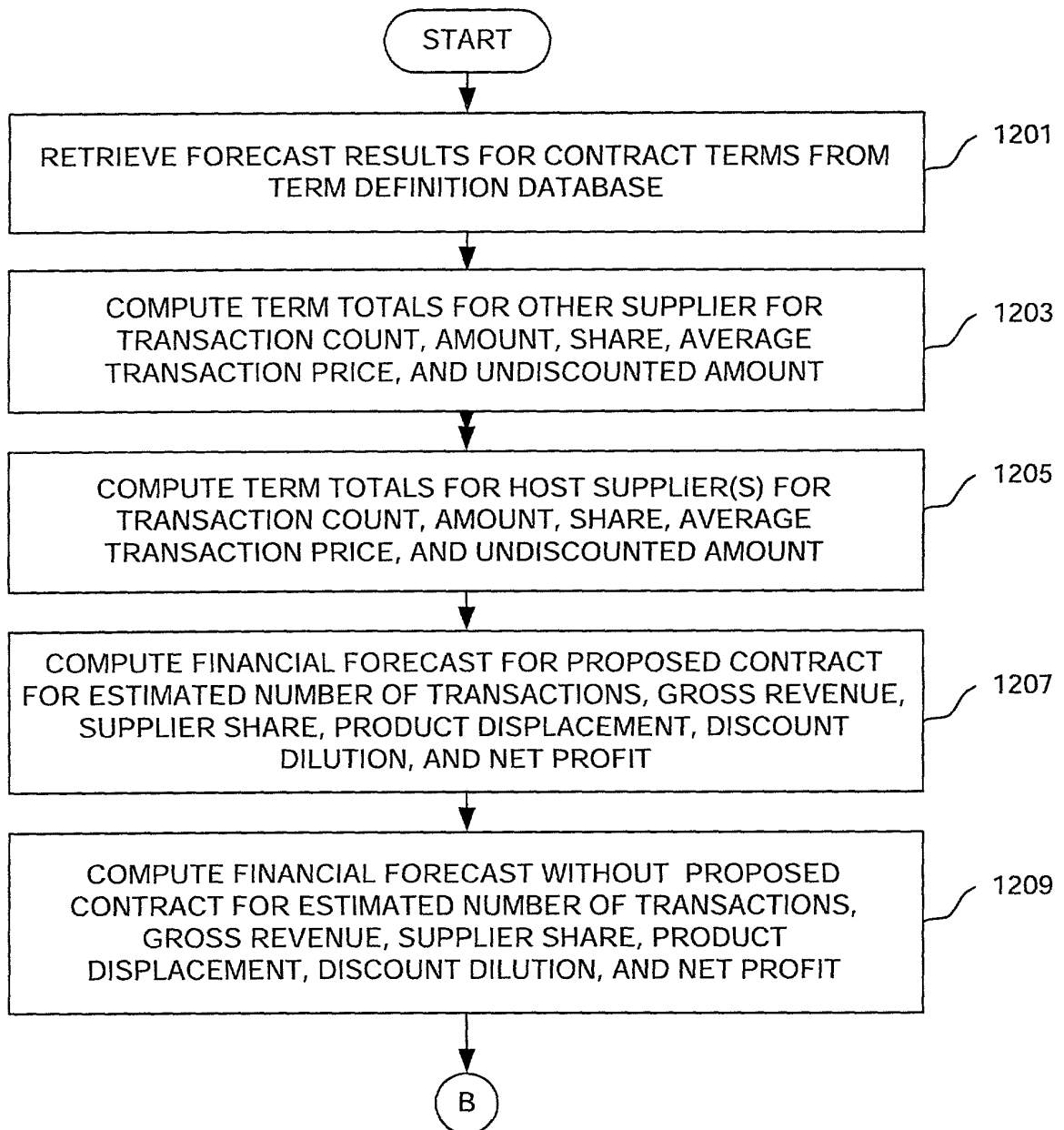


FIGURE 12.B
FORECAST CONTRACT PERFORMANCE

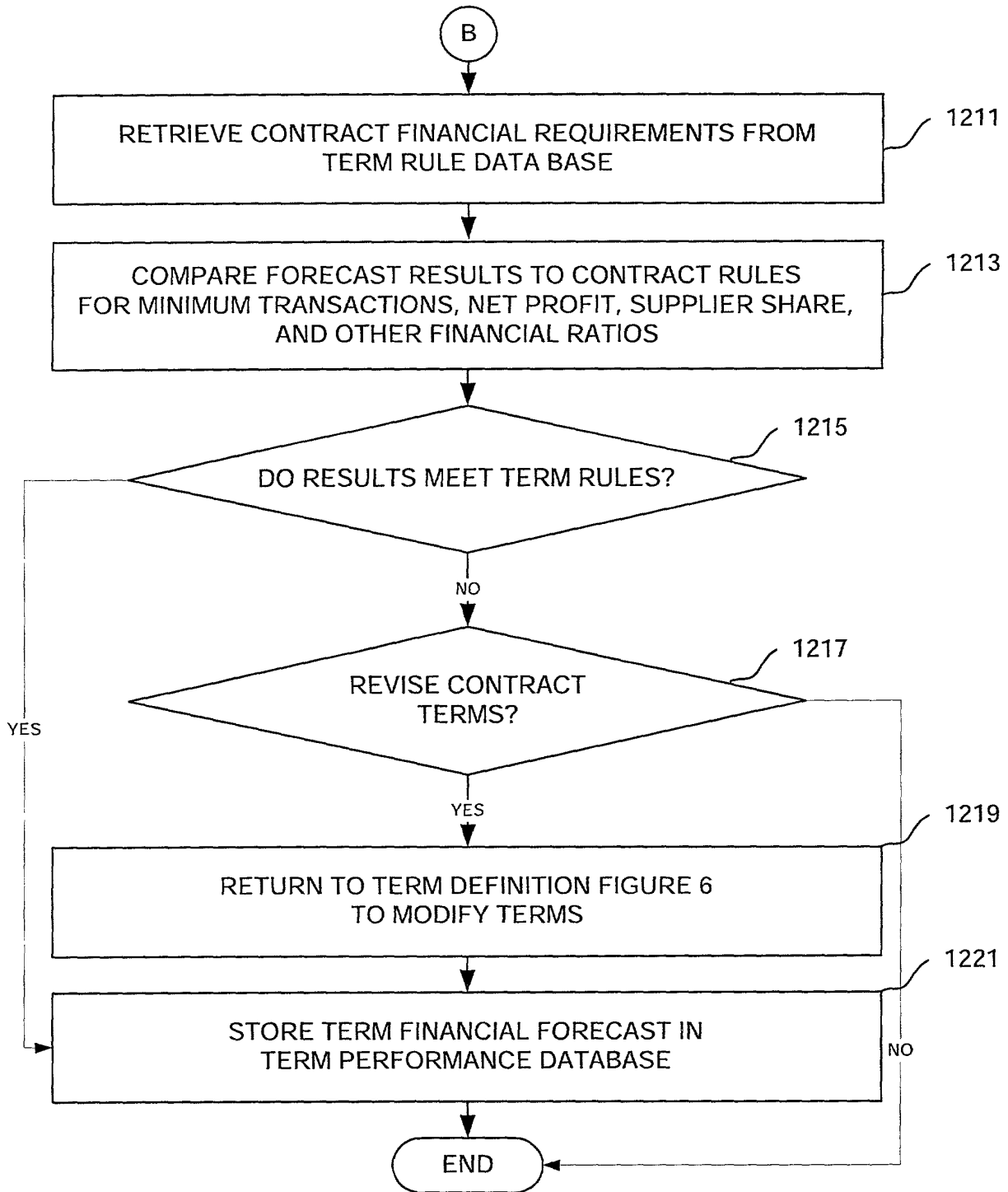
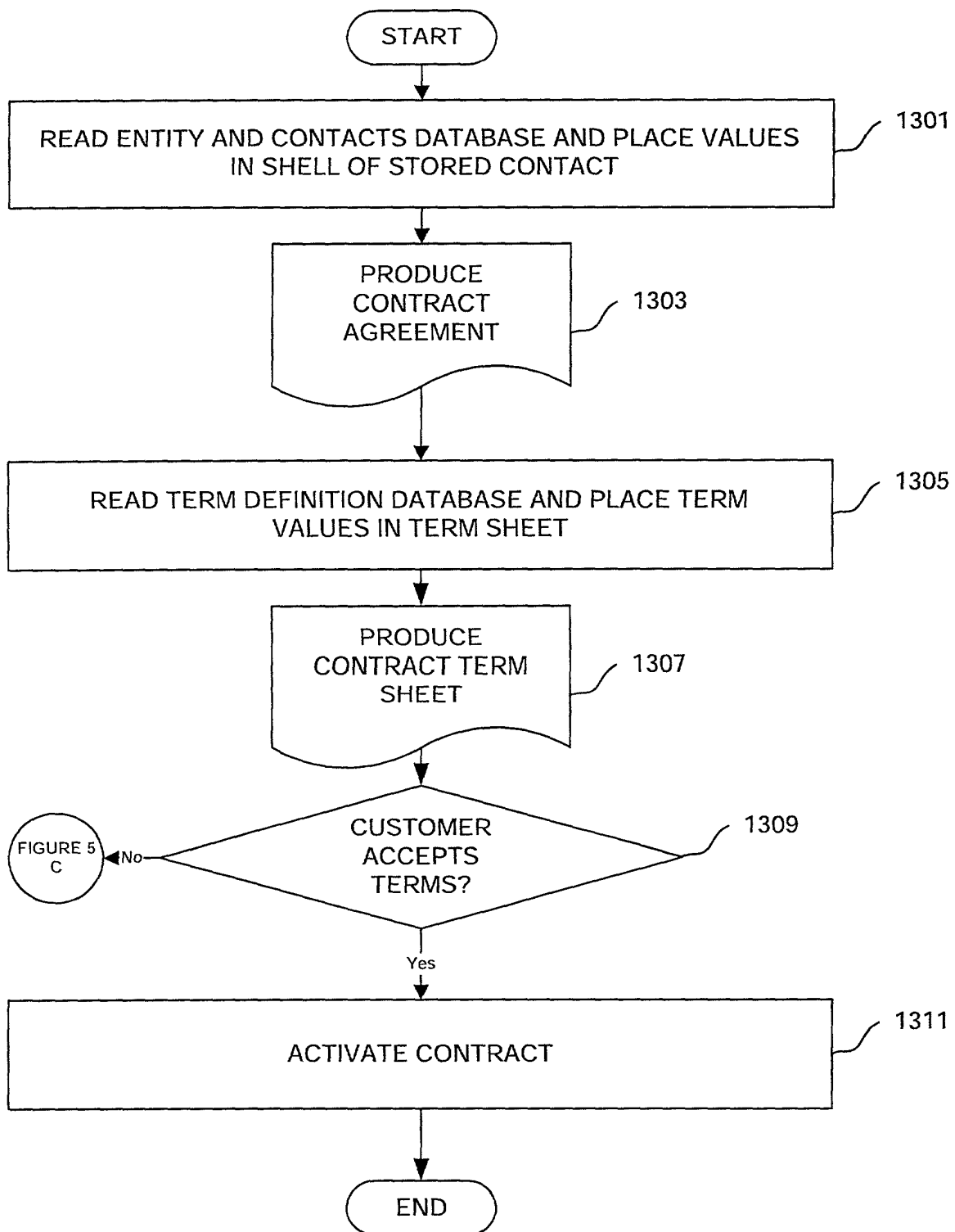


FIGURE 13
PRODUCE AND DISTRIBUTE CONTRACTS AND TERMS



09754128.014704
FIG. 13

FIGURE 14.A
AUDIT DISCOUNTED TRANSACTIONS

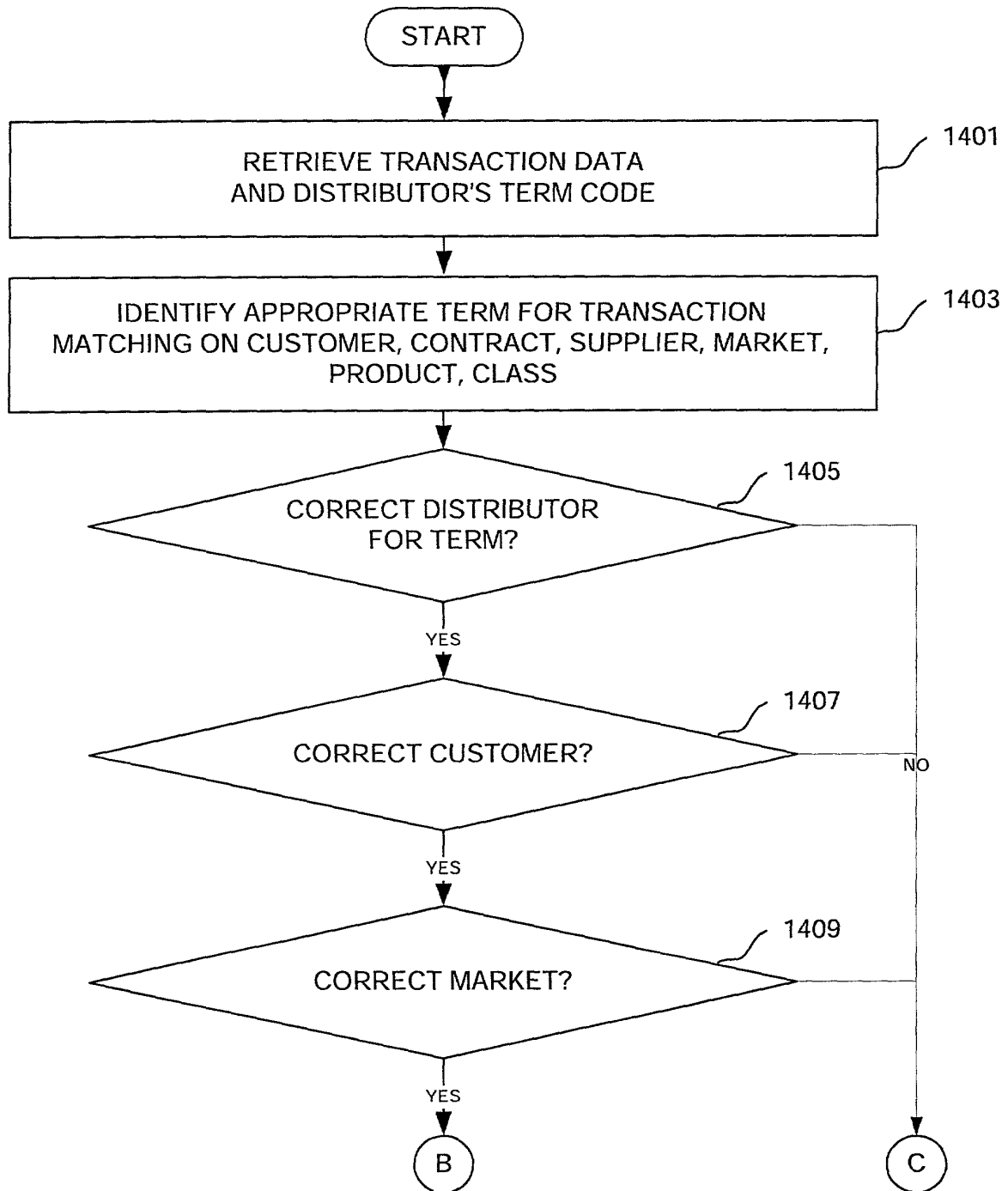


FIGURE 14.B
AUDIT DISCOUNTED TRANSACTIONS

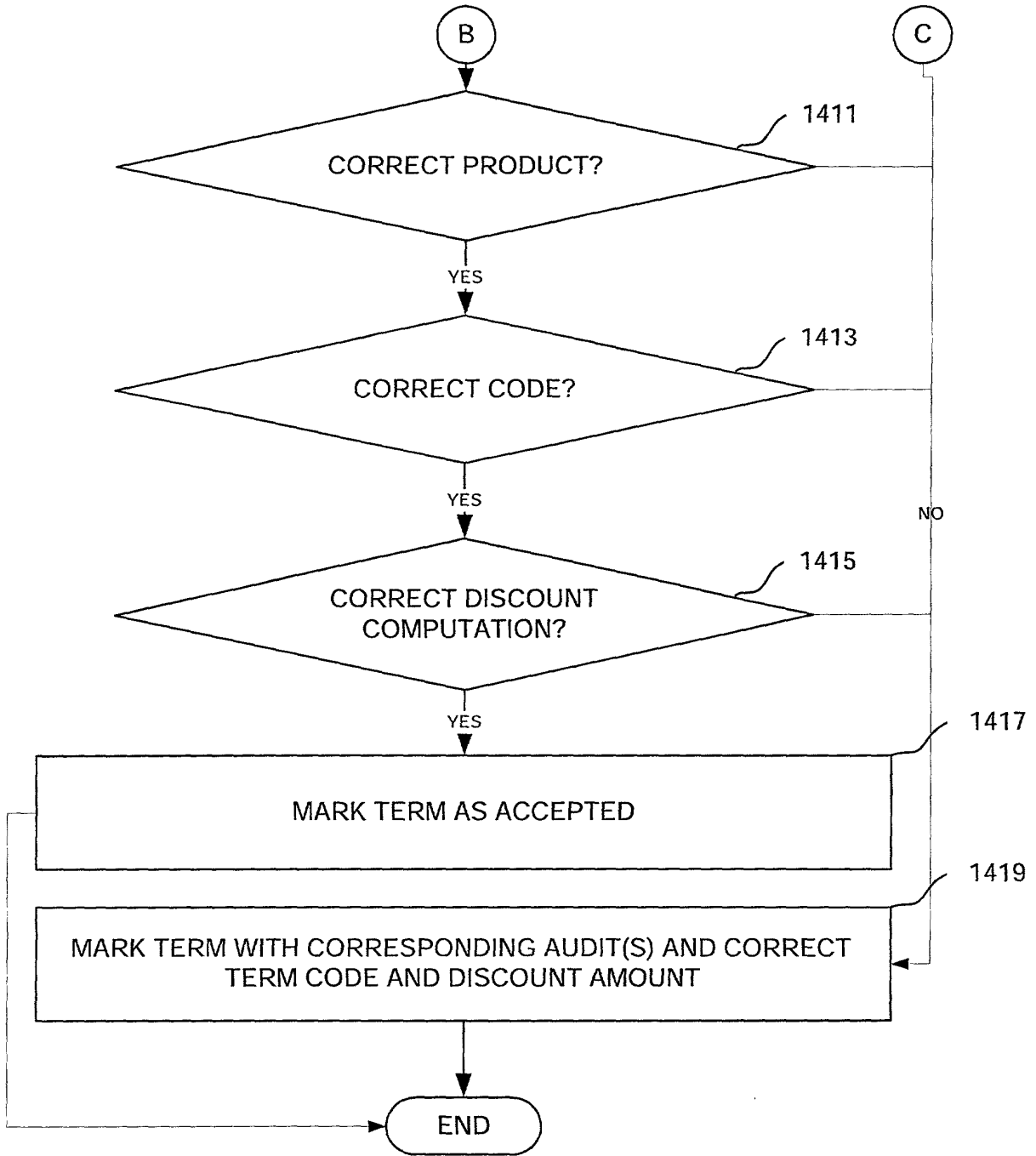


FIGURE 15A:
MEASURE ACTUAL CONTRACT PERFORMANCE

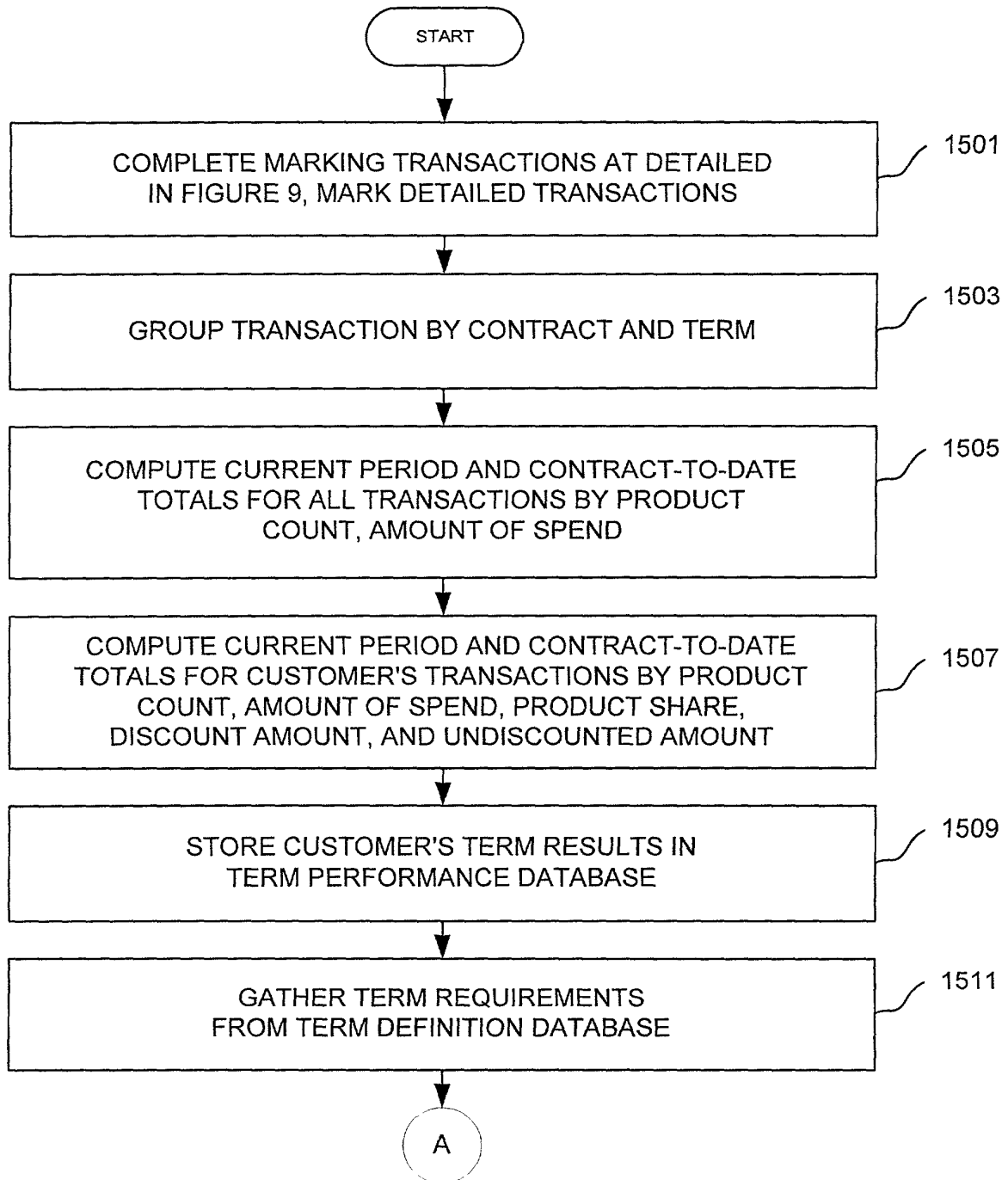


FIGURE 15B:
MEASURE ACTUAL CONTRACT PERFORMANCE

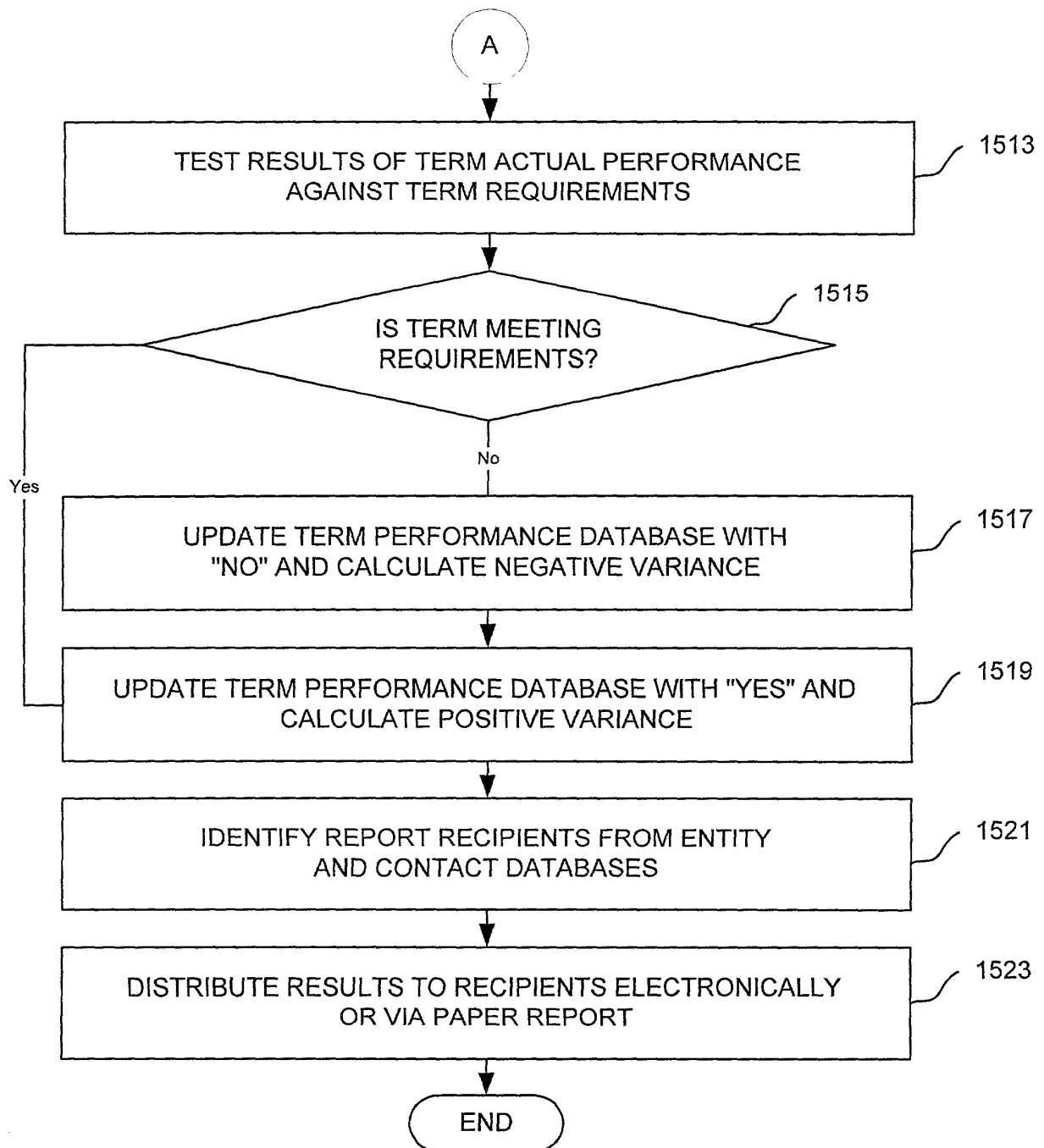


FIGURE 16:
RECONCILE TERM PERFORMANCE

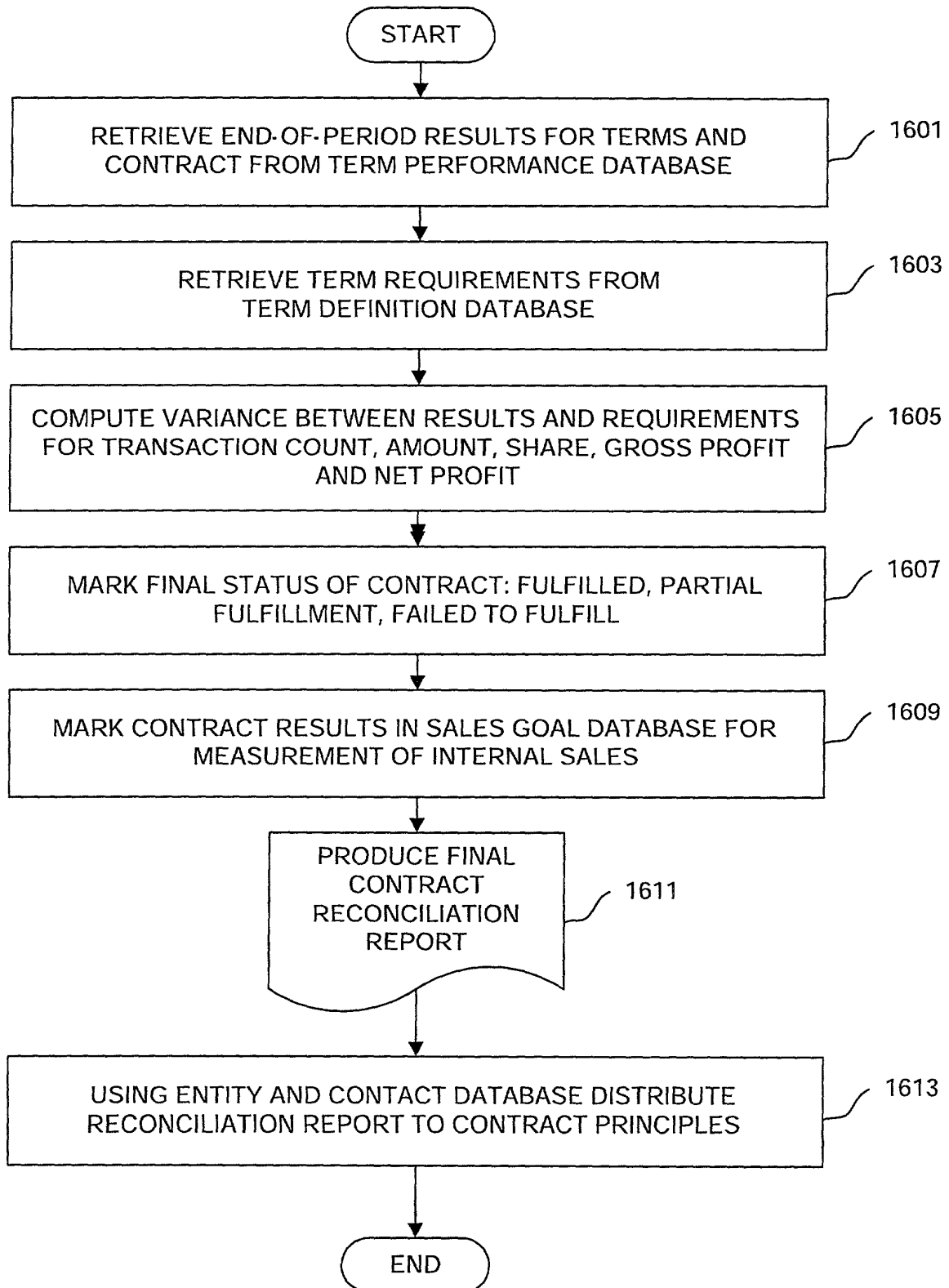


FIGURE 17:
PAYOUT DISCOUNT

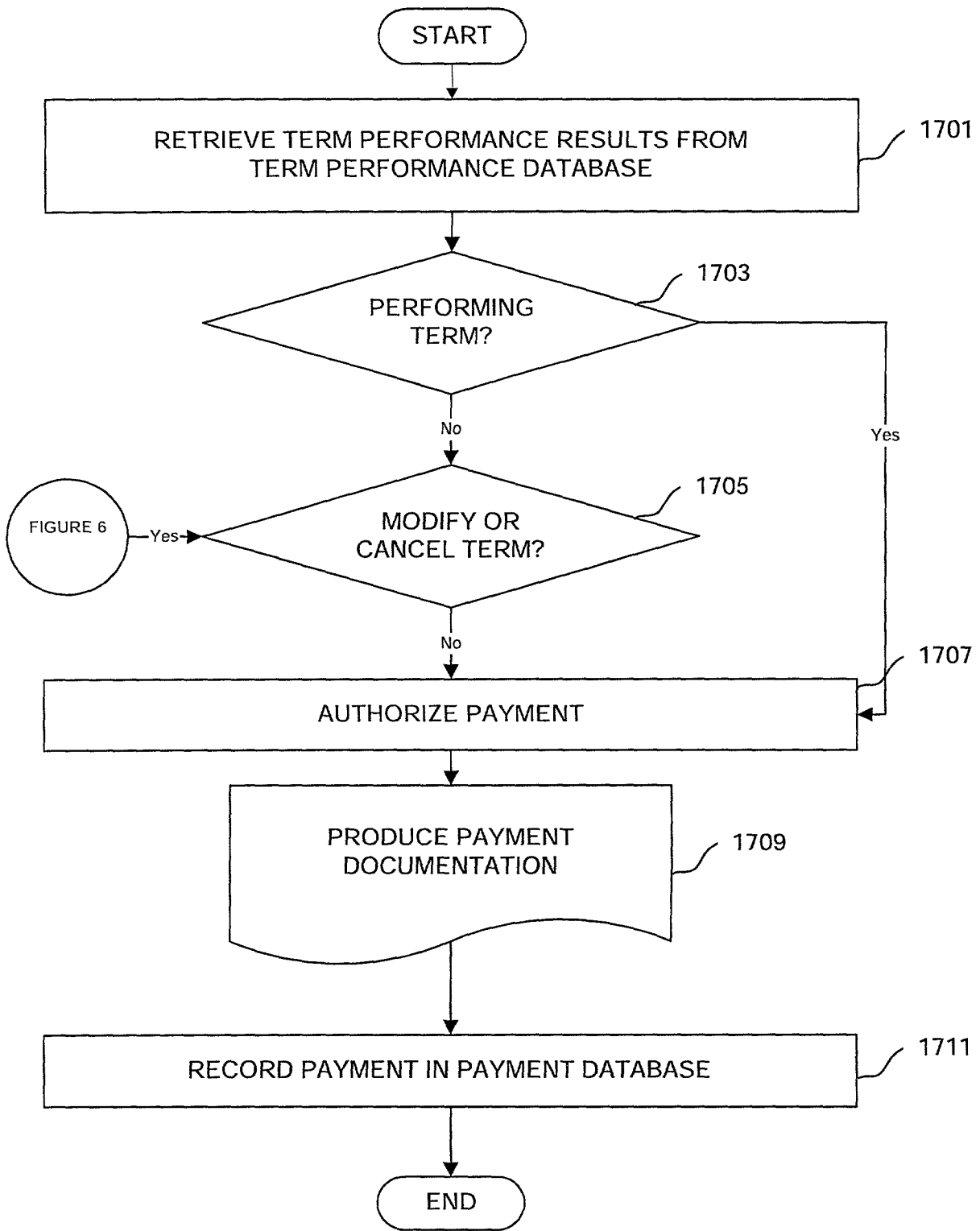


FIGURE 18:
MANAGE SALES GOALS

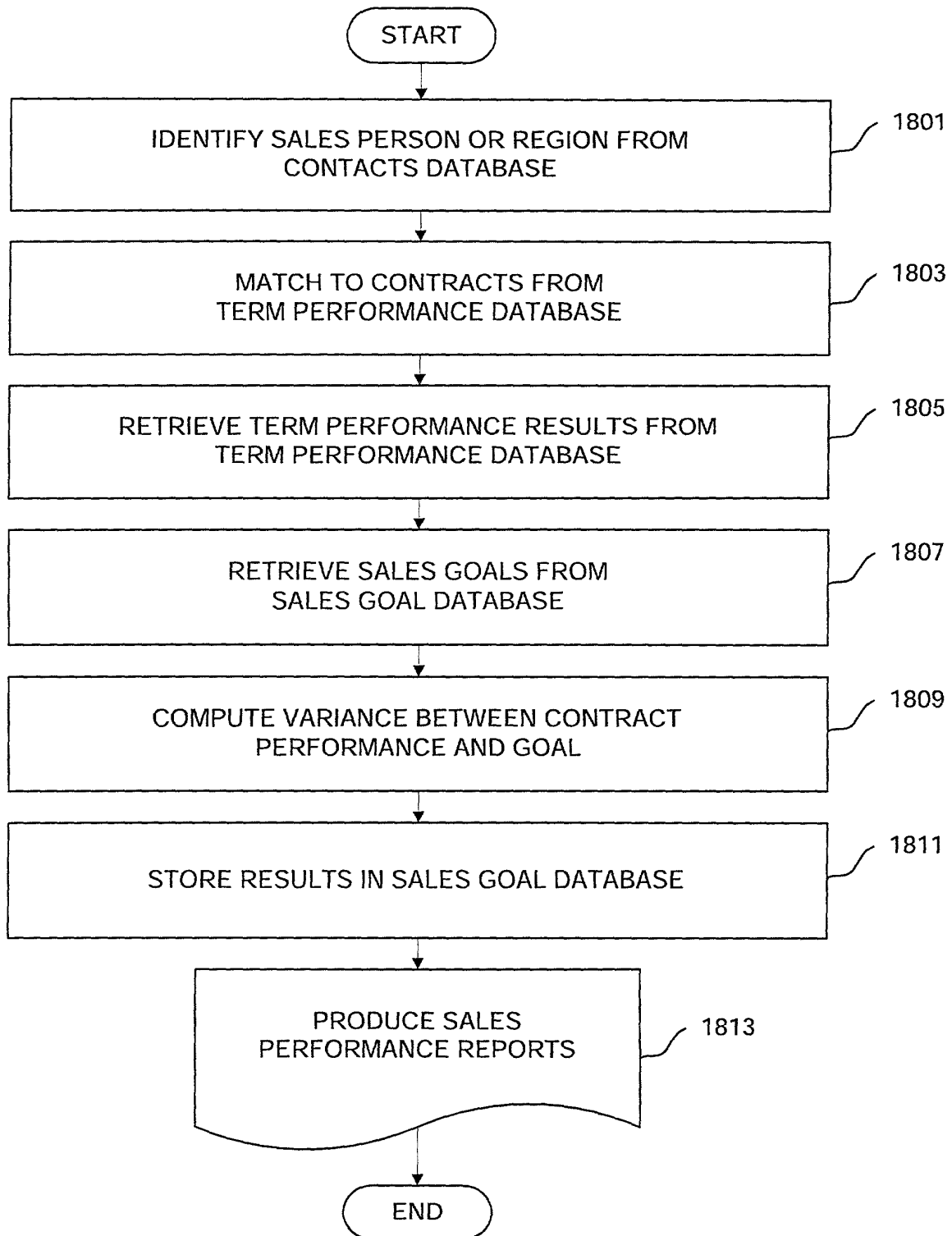


FIGURE 19
TRANSACTION DETAIL DATA SCREEN

1903 1905 1907 1909 1911

Ticket Ticket Number 66044709xx Validating Carrier British Airways Issue Date 01 Jan 2000 Passenger M. John Doe Company ABC Company Data Source Anywhere Travel, Inc Ticket Location 212253xx		PNR Locator BXY245 Credit Card Visa Frequent Flyer # BH12345678 Tour Code 14BV Commission \$1 2 00 Tax \$86 00 Amount \$1,200 00	
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Segment	Origin & Destination	Journey	Previous	Next
Origin Destination	Origin Albuquerque Connection Houston Destination Atlanta Carrier Continental Airlines Operating Carrier Continental Airlines Depart Date 16 Jan 2000 Depart Time 7:40 am Arrive Date 16 Jan 2000 Arrive Time 2:15 pm Trip duration 4:30	Cabin, Fare Type Business Fare Basis J Ticket Designator 66044709 Contract ABC2000 Net Amount \$557.00 Amount \$800.00 Full Fare \$800.00 Low Fare \$0.00 Discount \$200.00 Revenue Per Mile 47	Term US to US	

1901

66044709

FIGURE 20
MARKET ANALYSIS SUMMARY SCREEN

2003 2005 2007 2009 2011

2001

Term	Market	Cabin	Total Flights	Amount	Host Flights	Host Amount	NAS	Share	Percent of NAS
US to US	CMH - EWR	Economy	1,124	330,154	1,036	306,368	50%	92%	184%
US to US	CMH - EWR	Discount	308	35,593	296	34,676	50%	96%	196%
US to US	CMH - EWR	Economy	2,020	560,058	1,972	546,075	50%	96%	192%
US to US	CMH - EWR	Discount	184	25,647	176	24,199	50%	96%	192%
US to US	CVG - EWR	First Class	8	2,971	0	0	36%	0%	0%
US to US	CVG - EWR	Economy	2,424	717,894	764	205,627	33%	32%	97%
US to US	CVG - EWR	Discount	1,956	400,478	176	19,750	33%	9%	27%
US to US	CVG - EWR	Economy	2,176	622,224	1,424	389,845	33%	65%	197%
US to US	CVG - EWR	Discount	920	172,033	140	13,925	33%	15%	45%
US to US	DCA - EWR	Economy	2,424	314,900	2,424	314,900	100%	100%	100%
US to US	DCA - EWR	Discount	140	9,478	140	9,478	100%	100%	100%
US to US	DCA - EWR	Economy	7,064	906,571	7,064	906,571	100%	100%	100%
US to US	DCA - EWR	Discount	280	18,891	280	18,891	100%	100%	100%
US to US	DEN - EWR	First Class	36	23,197	8	6,510	36%	22%	61%
US to US	DEN - EWR	Economy	52	30,289	20	12,005	37%	38%	103%
US to US	DEN - EWR	Discount	3,244	915,660	500	142,976	37%	15%	41%
US to US	DEN - EWR	Economy	76	46,664	68	41,793	37%	69%	241%
US to US	DEN - EWR	Discount	6,244	1,779,567	3,220	950,316	37%	52%	141%
US to US	DFW - EWR	First Class	24	13,759	12	7,789	29%	50%	172%
US to US	DFW - EWR	Economy	2,808	1,392,186	1,196	586,437	30%	46%	153%
US to US	DFW - EWR	Discount	3,520	1,373,220	2,036	706,152	30%	58%	193%
Total			308,904	\$65,053,280	191,512	\$40,266,812			

FIGURE 21A
DISCOUNT-ON REQUIREMENTS SCREEN

TOP SECRET

2103 2105 2107

Setup .m

Discount On | Measure On | Financial Terms

Select

- Cabin
- Carrier, Validating
- Day of Week
- Fare Basis
- Fare Type
- Flight Number
- Market
- Market Pair
- Market Type
- Market, Connection
- Market, Cross Continent
- Market, Cross Country
- Service Class

Operator

Not equal to

Service Class

T

T

Add Remove

Term

Market Pair	Equal to	EWR, Newark, NJ/IAD: Washington-Dulles, VA EWR, Newark, NJ/LAX: Los Angeles, CA EWR, Newark, NJ/MCO: Orlando-Intl, FL EWR, Newark, NJ/MSP: Minneapolis, MN EWR, Newark, NJ/ORD: Chicago O'Hare, IL
Cabin	Equal to	First Class Economy
Day of Week	Equal to	Monday Tuesday Wednesday Thursday Friday
Service Class	Not equal to	T

Update Remove

2101

FIGURE 21B
MEASURE-ON REQUIREMENTS SCREEN

2111 2113 2115

Setup Term

Discount On Measure On Financial Terms

Select

- Cabin
- Carrier, Validating
- Fare Basis
- Fare Type
- Market
- Market Pair
- Market Type
- Market, Connection
- Market, Cross Continent
- Market, Cross Country
- Service Class

Direction

☒ Between

☐ Directional

Operator

Equal to

Origin

☒ Airport ☐ Metro

☐ Country ☐ Continent

☐ State ☐ Entity

☐ AirportType ☐ Is Online

EWB Newark, NJ

Destination

☐ Airport ☐ Metro

☒ Country ☐ Continent

☐ State ☐ Entity

☐ AirportType ☐ Is Online

United States

EWB Newark, NJ United States

Add Remove

Term

Market Pair	Equal to	EWB Newark, NJ/United States
Cabin	Equal to	First Class
Service Class	Not equal to	T

2109

Update Remove Clone Discount On

FIGURE 21C
FINANCIAL REQUIREMENTS SCREEN

2119 2121 2123 2125 2117

Setup Term

Discount On | Measure On Financial Terms |

Title
Title Newark

Term Period
Begin Date 01 Jan 1999
End Date 31 Dec 2000

Agency Compensation
Net of Commission ☒
Net of Override ☒
Credit Card
Special Conditions

Discount
Payment
Requirement Share of Flights 85%
Discount Percent 20%
Add Remove

Requirement Discount

Analysis Preview

Criteria	All Carriers	No Deal	Current	Proposed	Incremental
Fair Share	37 %		0 %	20 %	
Discount Share		17 %	79 %	85 %	6 %
Passengers	16,984	2,207	13,480	14,439	959
Average Fare	\$321	\$337	\$335	\$265	(\$70)
Gross Revenue	\$5,454,994	\$979,509	\$4,520,016	\$3,824,801	\$2,845,292
Net Revenue		\$608,056	\$3,893,254	\$2,452,844	\$1,844,789
Customer Savings			\$0	\$956,200	\$956,200
Profit/Savings Ratio				1.33	
Profit/Dilution Ratio				4.88	
Fair Share Ratio				2.30	

Check Profitability
Check Share
Acceptable

[illegible]

	Requirement Measure	Discount	Incremental	Percent	Profit/Savings	Profit/Dilution	Fair Share Ratio
Newark	85% Share of Flights	20%	1,844,769	303%	1.93	4.88	2.30
North America	85% Share of Flights	18%	519,804	26%	0.55	5.01	1.12
US to Europe	35% Share of Flights	12%	2,295,916	30%	1.03	14.92	0.85

	Amount	Profit/Savings	Profit/Dilution	Fair Share Ratio
No Deal Net Revenue	\$10,291,216			
Current Net Revenue	\$34,094,216			
Proposed Deal Net Revenue	\$14,951,724			
Incremental	\$4,660,508	1.1	28	
Waivers (\$20,000)				
Net Profit	\$4,640,508	1.1	28	1.0

Check Profitability
 Check Share
 Check Volume
 Acceptable

FIGURE 23:
ACTUAL CONTRACT PERFORMANCE SCREEN

Contract Term	Host Flights	Market Share	Host Net Amount	Market Share	Measure	Requirement	Variance	Fulfilled
ABC Company								
US48-US48	27,019	83%	\$5,492,928	87%	Share of Flights	74%	-11%	No
IAH-DomesticMarkets	7,588	86%	1,753,937	88%	Share of Flights	92%	-6%	No
IAH-LGW/CDG/MAN Term	1,854	93%	3,461,248	92%	Share of Flights	88%	5%	Yes
US48-Canada/LatinAm/Mexico	481	44%	392,849	53%	No Requirement	0	0%	Yes
US48-Europe	250	36%	444,032	34%	No Requirement	0	0%	Yes
IAH-MTY/AMX	193	100%	38,442	100%	Share of Flights	99%	1%	Yes
IAH-BRU/FRA/LHR Term	35	53%	55,382	51%	Share of Flights	60%	-7%	No
US48-AMS Term	23	17%	37,299	18%	Share of Flights	20%	-3%	No
Total	37,443	67%	\$11,876,116	71%				
Minimum	42,775		\$12,179,070					
Contract Performance	-5,332	-14%	-\$602,954	-4%				No

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